Board of Trade Journal

2 November 1962

Volume 183, No. 3424

FOREWORD

By Alan Green, MP

Minister of State
Board of Trade

There can be few of
the connection betw
whether it be sustai
or of the individual
that we have some
Even the seasoned
...lus in th

Exporting: SUMMING UP

There is no single recipe fo
to tackle the problem. By
on how to go about it an
one's common sense. But it
common sense deserts them
ng is not easy. You canno
place to dump those good
an you expect that what wi
ecessarily appeal, without
oreigner. Nor should you a

HOW TO EXPORT

a guide for the small businessman

Exporting: HOW TO SUCCEED

If he is going to make a success of
turer needs to consider two other ma
1 How can I publicise my goods?
2 How can I make them attractive
One way for the exporter to find
uestions is, of course, to commissio
urvey. But this is a project which re
ought and planning. A market sur
uld probably be expensive, and the qu
be carefully framed to yield meanin-
r, how does one decide which -
can be of most use?

is no -

Exporting: WHAT DO I NEED

Let us assume that the wou
where he is going to try to
the things that he needs to

How do I get paid?

One thing he will certain
of financing his exports
for them. If he is a sma
involve a visit to his lo
the gov

PUBLISHED BY HER MAJESTY'S STATIONERY OFFICE

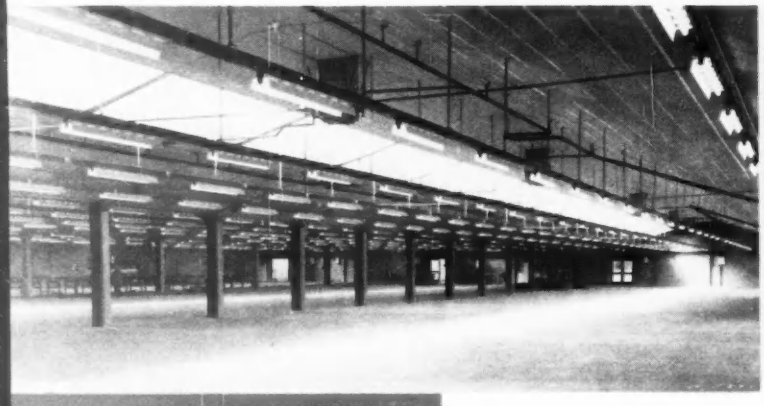
1s. 3d. net

the Standard Building to meet your EXACT requirements

in this space age— your space is valuable

Sheba Buildings are specially designed to meet the varied requirements of Industry, both in this Country and abroad.

let SHEBA solve your building problems



"SHEBA"

Shepley Booth & Associates Ltd.

Head Office: GRANVILLE HOUSE, TETTENHALL ROAD, WOLVERHAMPTON
Telephone — Wolverhampton 27246. Cables — Sheba, Wolverhampton
London Office: 49, St. James's St., S.W.1. Tel.: HYDe Park 0243/5
Germany: Woehlerstrasse, 15 Frankfurt/Main. Telephone: 722427

Board of Trade Journal

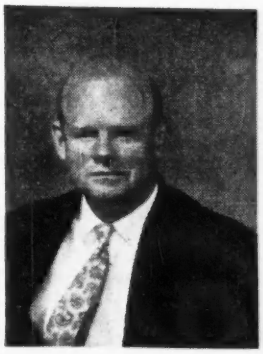
Volume 183, No. 3424 — 2 NOVEMBER 1962 — Price 1s. 3d. net

Pages 889-932 — Annual Subscription including Inland Postage, £3 18s. 0d.

The Problems of the Small Exporter

By Michael Shanks, Industrial Editor, Financial Times

The new Board of Trade booklet, 'How to Export', which has been written by Mr. Michael Shanks, is being announced by Mr. Frederick Erroll, President of the Board, when he speaks at a Press conference in London today. A copy of the booklet can be obtained free on application to the Librarian, Board of Trade, Horse Guards Avenue, London, S.W.1, to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4, or to any Regional office of the Board. (A list of addresses of Regional offices appeared on page 886 of October 26 issue of the Journal).



DEVELOPING an export business involves much more serious problems for the smaller manufacturer than it does for the large firm. I was made acutely aware of some of these when I was preparing my booklet, 'How to Export'. The small man normally lacks the resources to build up his own export organization, and he is therefore more dependent than the large firm on the help of outside services and agencies. Of course this does not only apply to Britain. The problem of helping the smaller manufacturer to export more is one which exists in all countries. Indeed, my own impression is that we have done more to solve it in Britain —particularly over the last two years—than have any of our main competitors overseas. The problems are now in my view more psychological than actual—which does not of course make them any easier to solve.

I do not want to suggest that the Government's policy is ideal as regards exports. I have considerable doubts as to whether we do enough to provide incentives to exporters in general. But that is another question, into which I do not want to go here. What did impress me, when I started to study the question of what can be, and is being, done to help the small exporter, was the range of services provided and the numbers of people and organizations involved—from Government to industrial federations, City institutions, banks, Chambers of Commerce, trade associations and so on. Indeed, I sometimes wonder whether there is not a danger of having too many organizations in the field, that they may trip over each other in their eagerness to help; I am not sure whether there is not scope for some further co-ordination of effort in export promotion.

That, however, is not the main problem. The main problem, I am quite sure, is to overcome what I have called the psychological obstacles on the part of the small manufacturer. These can, I think, be summed up in two words – ignorance and suspicion. Very often the small businessman simply does not know what services are available to help him to export, or how to contact them. Still less does he know what sort of potential market exists for his product abroad. The whole thing is too formidable and too remote. He is almost invariably a very busy man, with enough worries on his plate already without taking on any more. I was surprised, when I talked to small businessmen, how many of them still seem to be ignorant of the existence of the services I have mentioned above. One problem, if I may put it quite frankly, is that many businessmen (not only small ones) have only limited time and opportunity for reading. Consequently written material on how to export frequently goes into the out-tray or the wastepaper basket unread.

But even when the small man is aware of the services available, he is sometimes reluctant to use them. I think the reasons are understandable, if illogical and regrettable. The small businessman is normally very jealous of his independence, and suspicious of anything which he fears may encroach on it. This suspicion may extend to the Government, to the City and the banks, and to his competitors – actual and potential. Some businessmen are genuinely reluctant to discuss their problems with civil servants; some are unwilling to disclose too much of their affairs even to their bank manager. There is an even greater unwillingness to become too dependent on the services of a City institution, or on the help of a

NOTICE TO JOURNAL READERS AND ADVERTISERS

The *Board of Trade Journal* is published weekly by H.M. Stationery Office, price 1s. 3d. (Annual Subscription £3 18s. 0d. including inland or surface but not air postage) and is obtainable directly from the following addresses: York House, Kingsway, London, W.C.2: 423 Oxford Street, London, W.1: 13A Castle Street, Edinburgh, 2: 39 King Street, Manchester, 3: 35 Smallbrook, Ringsway, Birmingham, 5: 109 St. Mary Street, Cardiff: 50 Fairfax Street, Bristol, 1: 80 Chichester Street, Belfast: or through any bookseller.

© Crown Copyright 1962

Extracts may be published if the source is duly acknowledged except that permission of the authors must be obtained to reproduce signed articles.

Subscriptions and Sales Inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 2410, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2192). Address for telegrams and cables 'Boneblack, London.'

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of H.M. Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to H.M. Stationery Office, Room D.63, Atlantic House, Holborn Viaduct, London, E.C.1. (City 9876, Ext. 147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4. (Tel. City 3718).

The Government accepts no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of Articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies. (Larger quantities 5s. 0d. per page for each additional 125 copies.)

Orders and remittances for reprints should be addressed to the Director of Publications (P.2), H.M. Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1. Cheques should be made payable to H.M. Paymaster-General.

CONTENTS

	PAGE
The Problems of the Small Exporter – by Michael Shanks	889
New Consumer Protection Legislation	891
Minister of State at APBI Luncheon. President Opens £2m. Lamp Factory. Reductions of U.K. Import Duties Arising from GATT and EFTA. Common Market Talks	892
ECGD Insured Exports Record. Overdrafts of the Nationalized Industries. Business Monitor: Production Series. NATO Infrastructure Contracts. Cutlery Industry (Scientific Research Levy) Order	893
Applications for Temporary Exemption from Import Duty. Application for Anti-Dumping Duties on Phthalic Anhydride. Import Duty Drawbacks on Some Refrigeration Parts and Accessories. Applications for Drawback of Protective Duties on Cocoa and Sugar for Certain Export Purposes. Temporary Exemptions for Some Chemical Goods. Marking of Spectacle Frames	894
Import and Export Prices in September	895
Access to Foreign Patents in Patent Office Library. Patents Endorsed 'Licences of Right'. Assistant Official Receivers' Appointments. Production of Manmade Fibres in September	896
Parliamentary Answers. Price of Hansard Increased. British Film Fund Agency. Registrations of British and Foreign Films	897
Government Surplus Sales by Auction	898
Modern Government Factories for Rental in Northern Ireland and Scotland	899
Trade Fairs and Exhibitions at Home and Overseas. Mr. Alan Green at Lagos Trade Fair	900
Trade Fairs and Exhibitions in the United Kingdom	903
British Women's Fashions Display in Holland. Three Million Visit British Pavilion at Seattle World Fair	905
Overseas Trade Section	
Trade and Financial Arrangements	
Japan and the Federal Republic of Germany. 'Hints to Business Men.' The Postal Packets (Customs and Excise) Regulations 1962	907
Information for United Kingdom Exporters	908
Tariff, Customs, Import and Other Regulations in Overseas Countries	
Australia: Revision of Customs By-laws	914
Australia: Decisions on the Application of Tariff Classifications	915
Australia: Tariff Board Inquiries on Some Syringes and Aluminium Foil; Import Licensing Relaxations	916
Australia: Further Tariff Board Inquiries; Special Advisory Authority Inquiry Result. **New Zealand:** 1962-1963 Import Licensing Schedule; Import Incentive Scheme	919
Canada: 'Made in Canada' Ruling. **Mexico:** Goods Subject to Prior Import Licensing. **Jamaica:** Imports of Irish (Table) Potatoes. **Brazil:** Remittance of Profits Law; Exemptions from Import Duty. **Guatemala:** New Exchange Control Measures	920
Argentina: Modifications to Import Lists. **Uruguay:** Amendment to Import Lists. **European Communities:** English Translations of the EEC Regulations. **Malta:** Import Licensing Regulations Amended	921
Belgium: Use of Denominations in the Cement Industry. **Kenya, Uganda and Tanganyika:** Customs Tariff Changes. **Cyprus:** Import Licensing Regulations. **Portuguese East Africa (Mozambique):** Liquidation of Indian Assets. **Federation of Rhodesia and Nyasaland:** Licences for Imports of Brushware from Japan; Suspension of Duty	922
Ghana: Customs Tariff Amendments	925
Republic of South Africa: Rebate of Duty for Manufacturing Purposes	926
Pakistan: Import of Gift Parcels; Import Trade Control. **Ceylon:** Import Trade Control	930

Front Cover Photograph

The illustration shows the cover and specimen pages of a new booklet entitled 'How to Export'. It has been prepared for the Board of Trade by Mr. Michael Shanks, Industrial Editor of the Financial Times, who contributes the article on the opening page of this week's issue of the *Board of Trade Journal*.

large firm (for example, through schemes like the 'piggy-back', where large firms put their export organizations voluntarily at the disposal of small firms) who is sometimes seen as a potential 'take-over bidder'.

Of course, these fears are by no means universal or even general. I do not recall meeting anybody who expressed the views which I have just described in quite such a dogmatic form. I am sure that the majority of small businessmen would not subscribe to them at all. Moreover, I suspect that for some small firms such attitudes may be a rationalization to cover up their real motives for not going in for exports, which may be lassitude or lack of courage. At the same time, I did find disturbing traces of this attitude of suspicion among quite a wide range of small firms, and I would suspect that it does act as a real disincentive to exports.

I am sure that there is a need for closer relations in this field, as in others, between industry and Government. The attitude of industry towards 'the man in Whitehall' has undergone very considerable change in recent years for the better, but there are still pockets of psychological resistance to be overcome, particularly – and not surprisingly – among small businessmen. I believe there is at least as big a gap, of suspicion and incomprehension, between the small industrialist and 'the City', and I think this is a weakness which needs to be overcome. When the small businessman talks of 'the City', he often has – I believe – a mental picture of a vast impersonal organization whose preoccupations are totally remote from his own. Yet the merchant houses of the City have, after all, made their fortunes primarily by the financing and promotion of exports, and they can provide a network of commercial information and financial services for exporters which is probably without parallel in any other financial centre of the world. I think it is a great pity that industry and the City seem to inhabit, sometimes, such different worlds.

The problem of promoting exports by the small businessman is therefore essentially, in my view, a problem of communications. The means are all there, provided they are used. I found fewer small firms than I had expected who claimed that their efforts to export were seriously affected by credit difficulties – though this may be because comparatively few small firms are engaged in the field of heavy capital goods where long-term credits are an important factor in export business. Nor were there any other specific *practical* problems of this sort which were particularly cited as obstacles to increasing exports.

In fact, the other main weakness in the export field where small firms are concerned is in a sense the opposite of the problem of communications I mentioned above. Sometimes one comes across firms who are *too* ready to use the services of the Board of Trade or other organizations – too ready in the sense that they expect these people to sell their products for them and, in effect, to take over the role of management in the export field. This is obviously an unhealthy attitude. The exporter himself must continue to take the decisions. He cannot surrender his executive functions. Others can give him information, help and advice, but ultimately he must make the product and sell it, and only he can take the vital decisions about what to produce, how much, and where to sell it and at what price.

There are also some small firms – and some not so small – who are still inclined to look on the export market as an extension of the home market, or even as a dumping ground for those products which are not doing well at home. This attitude, that 'what's good enough for us must be good enough for them,' is becoming much rarer than it was. In my inquiries I certainly found a great deal of awareness of the complexity and variety of the world outside our shores and of those who inhabit it. But there are still weaknesses in design and packaging of exports, and a tendency to assume that once one has appointed an agent abroad the rest is up to him.

This rather off-hand, lordly attitude towards exports is often associated with the fact that many firms go into the export market at least partly from a sense of duty, in response to exhortations from the Government or elsewhere. Many of them told me that they were earning much lower profit margins on exports than they could get in the home market. When exporting is undertaken from motives of duty rather than self-interest, it is not perhaps surprising that some firms do not give exports as high a priority in their considerations as they should. It is a bit hard to do something which you feel is against your own interests out of a sense of obligation, and then to be badgered and harried because you are not doing it better! So I

would put down, as another of the main disincentives to successful exporting by the small man, the pull of the home market.

The answer to this sort of argument is, of course, that exports can become very profitable once one has built them up successfully. What is begun out of a sense of duty may prove in the end to have been commercial wisdom. Second, no firm can afford to rely on home sales always remaining buoyant. Exports are an invaluable insurance, as many firms – especially on the capital goods side – are finding today. And, as trade barriers throughout the world come down – particularly once Britain is in the European Common Market – it will become more and more true that no firm can afford to ignore exports; for the home market will become more exposed to foreign competition while the opportunities for exports will become greater at the same time. I found a keen awareness of this among small businessmen, even those who were most insistent that they themselves were at the time 'making no money out of our sales abroad.' I think the proof of this awareness is to be shown in the improvement in our exports over the past year – a part of which, there is no doubt, has been contributed by small businesses.

In view of this increase, this article may seem to have been too much concerned with the difficulties that still remain. But the reason is that, however welcome the improvement, it could still be better. The problems which I have mentioned are not specifically British. They are, I would guess, common to most exporting countries. But that does not justify us in being complacent about them. If we can solve them ahead of our competitors, it will help immeasurably towards making the 'break-through' to a higher rate of economic growth. As I said in my booklet: 'There is no single magic formula for success' in exports, any more than there is in business as a whole. What is needed is common sense, determination, hard work and imagination. And these are qualities which, I have found, British industry has in generous amounts, if only it will use them.

In a foreword commending the booklet, Mr. Alan Green, Minister of State, Board of Trade, says: 'It does not set out to be a detailed encyclopaedia on how to conduct export trade. Rather it directs our minds to the principal problems which must be tackled—especially when attempting export business for the first time – and says where help and guidance can be found.' These sources include not only the Board of Trade and other Government services, but also the F.B.I., N.A.B.M., chambers of commerce, trade associations, banks and merchant houses.

The scope of the booklet is indicated by the following selection of specimen headings: 'Go and See for Yourself', '"Piggy-back" Scheme', 'Group Exporting', 'How do I get Paid?', 'How to Insure Exports', 'Rules for Agents', 'Selling through an Export Merchant,' 'Should I use Market Research?', 'Trade Fairs and Exhibitions,' 'Does it pay to Advertise?', 'Should I Design Specially for Export?', 'Where to get Advice on Packaging'.

New Consumer Protection Legislation

TWO NEW BOARD OF TRADE measures were foreshadowed in the speech made by H.M. the Queen at the opening of the new session of Parliament on Tuesday. 'My Government will continue to give attention to measures for the further protection of consumers. They will introduce legislation to bring up to date and extend the Weights and Measures Acts and they will establish a Consumer Council to represent and promote the interests of consumers.'

Other references to trade were:

'My Ministers recognize the great political and economic importance of the development of the European Communities and the opportunities which British accession to these Communities would bring. In close consultation with the other members of the Commonwealth and of the European Free Trade Association, and having full regard for those interests in the United Kingdom which are particularly concerned, they will use every effort to bring the current negotiations to a conclusion acceptable to Parliament.'

'My Ministers will pursue their aim of improving the balance of overseas payments and maintaining the strength of sterling. In co-operation with other Governments they will give constant attention to means of sustaining a rising level of world trade'.

Note:

Weights and Measures Bill—This Bill, whose primary object is to protect the consumer, will replace all the existing weights and measures legislation which is complex, dispersed among numerous statutes, and out of date in many respects. The principal Act is dated 1878 and the other more important statutes are the Weights and Measures Acts of 1889, 1904 and 1936, the Sale of Food (Weights and Measures) Act, 1926, and, because regulations about quantity markings on prepacked foods have been made under it, the Food and Drugs Act, 1955. There are, moreover, weights and measures provisions in a large number of local Acts, some dating from the first half of last century. The Bill is similar to the No. 2 Bill introduced into the House of Commons in July 1961 after the inability of the original Bill, which had passed through all its stages in the House of Lords, to make progress in the other House.

Consumers' Council—The Report of the Committee on Consumer Protection under the Chairmanship of Mr. J. T. Molony, Q.C., was published on July 25, 1962. Among its many recommendations, the Committee gave first priority to the setting up of a Consumer Council, wholly supported by public funds, which would be appointed by the President of the Board of Trade, as an authoritative spokesman for consumers and the guardian of their interests.

In the House of Commons debate on an Opposition Motion on July 26, 1962, the Prime Minister announced that the Government had decided to accept the proposal to set up a consumers' council.

Captain F. V. Corfield (*front centre*), Parliamentary Secretary, Ministry of Housing and Local Government and M.P. for South Gloucestershire, seen with Mr. M. Weber (*left*), Regional Controller, Board of Trade South West Region, and Mr. C. M. Beavis, managing director of Golden Valley Colours Ltd., Wick, Bristol. Captain Corfield visited the firm to congratulate them on their excellent export record.

During a tour of Sprite Ltd.'s caravan manufacturing works at Newmarket, following his congratulatory address on the firm's export record, Mr. D. A. Wilson (*right*), Regional Controller, Board of Trade Eastern Region, inspects chassis assembly. Mr. S. Alper, chairman of Sprite Ltd., is at his right. During the year ended September 1962, the firm exported 2,300 caravans valued at over £600,000, representing 41 per cent. of their total production.

Minister of State at ABPI Luncheon

THE CHALLENGE and the opportunities inherent in exporting to the European market were referred to by Mr. Alan Green, Minister of State, Board of Trade, in his speech at the export luncheon of the Association of the British Pharmaceutical Industry in London, on October 25.

He described the growth of the Association's export trade, which had increased from £3 million in 1938 to almost £49 million in 1961, as a 'magnificent performance achieved, as it had been, in open competition with the other pharmaceutical manufacturers of the world'. A notable feature was that the United States, with its own great pharmaceutical industry, was actually one of the Association's most important markets. In 1961 United Kingdom exports of pharmaceuticals to that market had exceeded £2 million for the first time.

Members of the Association had participated with the Board of Trade in the recent International Trade Fair which was held at Helsinki in September and they had had a notable measure of success. Mr. Green said that he had paid a short visit to the fair and had been impressed by the standard of the displays put on by the five ABPI exhibitors. The British Embassy in Helsinki had also spoken highly of the energetic efforts made by the ABPI exhibitors during their stay in Finland.

'I understand that the Association is now considering requesting assistance from the Board to take part in the International Fair which will be held in Salonika in September, 1963,' Mr. Green continued, 'and I hope that the results of the Helsinki Fair will encourage potential exhibitors to participate'.

'Export often presents special difficulties as compared with selling on the home market, though there can be special opportunities also. In your own case, selling as you do in many countries overseas, I am sure that you often feel that you are confronted by even greater problems than those which beset many other exporting industries. I am thinking, of course, of the special requirements - frequently of an onerous nature - which are imposed by various countries on registration, labelling and other matters. Irksome as these formalities may be, you are I think realistic enough in outlook to recognise their importance in the view of the countries which impose them. International co-operation will, I hope, eventually lead to a greater degree of standardization in these requirements and I am pleased to see that you are participating in the OECD Working Party which has been considering these obstacles to trade.'

Turning to the special problems of control in the case of the underdeveloped countries, Mr. Green said that it was obvious that many products which were harmless when used by the average person in developed countries could be highly dangerous unless distributed with full safeguards. 'It is, however,' he said,' in such markets that the greatest opportunities for increasing your trade may lie, for the tremendous achievements of science have unfortunately not yet altered the position that millions of the world's population are still the victims of disease and malnutrition. I suspect that you are feeling increasingly the competition in many of the developing countries from their own emergent drug industries, often with substantial backing from their governments. While this could, of course, affect adversely the direct export of finished products, there is the other side of the picture; new opportunities open up for the conclusion of manufacturing agreements, or the establishing of your own manufacturing subsidiaries in these countries'.

Mr. Green pointed out that the vast amount of research required for the discovery and testing of new drugs could only be undertaken by an industry with ample resources; this meant that the pharmaceutical industry was in an almost unique position, in that while it was expanding its export trade to the advantage of the country's economy it was at the same time making a significant contribution to winning the world war against disease for the benefit of mankind.

On the subject of the United Kindom's application to join the Common Market, Mr. Green said, 'The enlarged European market of more than 250 million people should facilitate the large scale production vital to efficiency and higher productivity. This is a consideration of material importance to you in the pharmaceutical industry, for it is only large scale production which can enable you to recover the very large sums expended on research and development of new drugs. More immediately, you would benefit from the reduced tariffs now applying to trade between members of the Community and would thus be competing on more equal terms with other European pharmaceutical industries. Tariffs are of course not the only obstacle which would have to be faced. I have already referred to the question of registration. Eventually, however, all these regulations may well be harmonized into one common set of rules for the Common Market, and by becoming a member we should be able to make a contribution to this process. Even before we applied to join EEC our exports of pharmaceutical products to the countries of the Community had been rising steadily from £2.7 million in 1959 to £4.4 million in 1961. For those companies already doing substantial trade with the EEC the prospects seem quite bright; with reduced tariffs their sales should expand.

(*Continued in next column*)

'There is the other side to the penny. Our entry into the EEC will mean increased competition in our home market from the industries of the other members, and this challenge will have to be met. But here again I feel that those of you who are already competitive in the European markets should have little to fear. Rather it is those firms who have been content to take advantage of favourable home market conditions who should fear the future should Britain enter the Common Market. Inefficiency can never hope to survive in the long run and we are now at a point where critical self-examination and a resolute setting of the house in order are more than ever necessary.

'But I do not imagine that many of your members are vulnerable to any extreme criticism on grounds of efficiency (though it is proper for all of us at this time to take stock of the position) and I feel sure that you will meet the challenge of the Common Market, should it come, with the same resource and endeavour you have shown in the past.'

Dr. D. E. Wheeler, president, said that the common market countries posed special problems for the industry, both as regarded registration and patents, but this year they expected to double their direct exports compared with 1957.

He told the Minister that the association was indebted to the Board of Trade for the services it rendered to the pharmaceutical industry and to British industry generally.

Reductions in U.K. Import Duties Arising from GATT and EFTA

The reductions in the rates of United Kingdom import duties made as a result of (a) the concessions agreed at the GATT tariff conference in 1960/1 and (b) the fourth reduction of duties on goods from EFTA countries, came into operation on Wednesday of this week.

Information about these changes was given in the *Board of Trade Journal* of October 19, page 790.

Common Market Talks

THE THREE-DAY Ministerial meeting in Brussels on Britain's entry into the Common Market between the British Government delegation led by Mr. Edward Heath and representatives of the six Common Market countries concluded on October 27. There are two Ministerial meetings before the end of the year and others may be arranged. Work is to be started on an official English translation of the Rome Treaty.

President Opens £2m Lamp Factory

A NEW £2 million factory for the production of fluorescent lamps was opened at Enfield, Middlesex, on October 25, by Mr. Frederick Erroll, President of the Board of Trade.

Claimed to be the biggest and most modern of its kind in Europe, the plant will enable Thorn Electrical Industries to double production within three years. This means that current production at the rate of 20 million fluorescent tubes a year will increase to more than 40 million a year and that the additional production will be achieved within the same floor area.

The Thorn Company, through their subsidiary Atlas Lighting Limited, are responsible for producing more than half the fluorescent tubes manufactured in the United Kingdom and for nearly 85 per cent. of the country's total exports of tubes and fittings.

Congratulating the Thorn Company on this achievement, Mr. Erroll said the electrical industry had long held a pre-eminent position in Commonwealth markets and that about one-third of Britain's total exports of electric lamps were made to Western Europe last year. Exports of fluorescent tubes were rapidly increasing.

ECGD Insured Exports Record

BUSINESS declared under ECGD 'commercial' insurance during the third quarter of 1962 amounted to £221·5 million – a record for any quarter, and 16 per cent. up on the corresponding quarter last year. The face value of Comprehensive policies current at the end of the quarter was a record at £944·2 million, compared with £835·4 million a year ago.

New Specific policies issued during the quarter amounted to £14·6 million; these included contracts for ships (£2·7 million), papermaking machinery (£1·5 million), mechanical handling equipment (£1·4 million), aero-engines (£1·1 million), power station equipment (£1·0 million), an aerial ropeway (£1·0 million), and a land reclamation and drainage project (£2·5 million). Taking new Specific contracts together with contracts covered under Comprehensive policies which involved more than six months credit, the value of new business during the quarter where terms exceeded six months amounted to £45·8 million, compared with £49·2 million in the previous quarter and a quarterly average over the previous twelve months of £50·1 million.

Two Financial Guarantees have now been issued, and in a further two cases the contract is known to have been awarded to firms which have secured the offer of Guarantees; on a further 16 projects under negotiation there is agreement in principle to the offer of Guarantees.

Formal quarterly statement

The number of Comprehensive policies current (under Section 1 of the Export Guarantees Acts) at the end of the third quarter of 1962 was 6,186. This compared with 6,136 at the beginning of the quarter and 5,717 at the end of the corresponding quarter last year.

The face value of Comprehensive policies current at the end of the quarter was £944·2 million, compared with £920·0 million at the beginning of the quarter, and £835·4 million at the end of the corresponding quarter last year.

New Specified policies (covering individual contracts) to a face value of £14·6 million were issued during the quarter. Taking these together with new contracts involving more than six months credit declared under Comprehensive policies, the total of new business insured during the quarter where terms have exceeded six months credit was £45·8 million, compared with the quarterly average over the previous twelve months of £50·1 million.

The combined value of all Comprehensive and Specific insured business (including external trade) declared as shipped during the quarter amounted to £221·5 million, compared with £220·5 million in the previous quarter and £190·5 million in the corresponding quarter last year.

Export Credits Guarantee Department

During the quarter ended September 30, 1962, the Department assumed liability:

(a) under Section 1 of the Export Guarantees Act, 1949 (as amended by the Acts of 1951, 1952, 1957 and 1959) up to a maximum of £93,332,375 in respect of guarantees amounting to £168,669,749;
(b) under Section 2 of the Export Guarantees Act, 1949 (as amended by the Acts of 1951, 1952, 1957, 1959 and 1961) up to a maximum of £45,196,191 in respect of guarantees amounting to £52,401,504.

Overdrafts of the Nationalized Industries

H.M. TREASURY ANNOUNCE that the total of the bank overdrafts at October 17, 1962, of the seven authorities to which advances may be made under section 42 of the Finance Act 1956, as amended, was £68.4 million of which £58.2 million was from the clearing banks and £10.2 million from the Scottish banks.

Business Monitor : Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from H.M. Stationery Office, P.O. Box 569, London, S.E.1:

Monthly at £1 a year, post free:
Cars and Commercial Vehicles for September 1962.
Paper and Paper-making Materials for August 1962 *(Revised).*
Tools and Implements for August 1962.

Quarterly at 7s. 6d. a year, post free:
Toilet Preparations for June-August 1962.
Engineers' Tools for Q2/1962.

NATO Infrastructure Contracts

INDUSTRY is reminded by the Board of Trade that works arising in connection with the NATO Infrastructure programme can provide British firms with opportunities for business. 'Infrastructure' is a term of French origin used to describe fixed and permanent military works and installations such as airfields, oil storage and distribution facilities and tele-communications required for the common use of NATO forces in the defence of the NATO area. The programme is financed by agreed contributions from NATO countries and is advanced by a series of annual instalments, or 'Slices' as they are known.

Security considerations restrict the amount of information which can be published in advance but the following figures indicate the scope of some of the work likely to be undertaken in the United Kingdom and in other NATO countries, in the next few years as a result of the 13th Slice.

Airfields	£5½ million
Naval bases	£3 million
Oil installations	£4 million
Telecommunications, radio navigational aids etc.	£4 million
Radar Installations, etc.	£25 million

Apart from the 13th Slice, there are still important contracts to be let for infrastructure work programmed under earlier slices.

The nation in whose territory the work is to be carried out is responsible for that work and is referred to as the 'host country'.

Tenders for NATO Infrastructure work are normally put out to international competitive bidding and shortly before tenders are invited the host country gives notice of its intention to the Embassies of the other NATO countries. The British Embassy in the host country sends this information immediately to the Board of Trade who arrange for it to be published in the Export Service Bulletin. Each notice includes all available details of the work to be done, the date by which and address to which interest must be expressed and various information about procedures to be followed by interested contractors.

It is not normally possible to give detailed advanced information about individual projects before the publication of the Bulletin notice referred to but general inquiries about NATO Infrastructure tenders may be made to General Division, Room 5375, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2010).

Cutlery Industry (Scientific Research Levy) Order

THE BOARD OF TRADE announce that following representations from, and consultations with, the trade interests concerned, an Order replacing with amendments the Cutlery and Stainless Steel Flatware Industry (Scientific Research Levy) Order 1960, was laid in draft before Parliament on Tuesday.

This Order will, if approved by Parliament, increase the rate of levy imposed by the earlier Order, but it provides that levy is only payable on turnover in excess of specified amounts and this, in effect, raises the exemption limit. The levy will be used for the purpose of financing scientific research by the Cutlery and Allied Trades Research Association (which will replace the Cutlery Research Council) and will be payable in respect of each six monthly period at the rate of 15s. per £1,000 of sales and receipts for work done on commission in excess of £3,000 per annum in a base year. In the case of newcomers to the industry the levy will be at an equivalent rate on sales and commission receipts in each six monthly levy period. Provision has also been made in the Draft Order for assessing levy payments where a business carried on during the base year has been transferred before the beginning of the levy period. The Revised Order will, if approved, come into operation on January 1, 1963.

Copies of the Draft Order are obtainable price 5d. each (by post 8d.) from H.M. Stationery Office, Kingsway, London, W.C.2.

Freight Services Directory

'Freight Services to and from Northern Ireland', published by the Northern Ireland Development Council, is a compact Directory of land, sea, and air carrier companies and services operating between Great Britain and Northern Ireland. Copies free from the N.I.D.C., 13 Regent Street, London, S.W.1.

Applications for Temporary Exemption from Import Duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers, who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Letters, giving the respective reference shown below, should be addressed to Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, preferably through a Trade Association, and should be received by November 16, 1962.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.05	17α-Ethynyloestr-4-ene-3β-17β-diol	As in previous column	December 31, 1963	6007
29.05	Borneol	As in previous column	December 31, 1963	6011
29.12	3:4-Dichlorobenzaldehyde	As in previous column	December 31, 1963	6018
29.42	18β- Hydroxy-10:17α-dimethoxy-20α-yohimbane-16β-carboxylic acid lactone	Lactone of 16-β-carboxy 18-β-hydroxy 10, 17α-dimethoxy 20-α-yohimbane	December 31, 1963	5666

Application for Anti-Dumping Duties on Phthalic Anhydride

THE BOARD OF TRADE gave notice on August 10, 17 and 24, September 14 and October 5, that they were considering an application for the imposition under the Customs Duties (Dumping and Subsidies) Act, 1957, of anti-dumping duties on phthalic anhydride imported from Austria, Belgium, Denmark, South Africa, the Federal Republic of Germany, Poland and Switzerland. The Board of Trade now give notice that the application has been extended to cover imports from France. The application may be further extended to include imports of this product from other countries at prices which appear to be dumped or subsidised.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing not later than November 16, 1962. A statement of the applicants' case will be made available to all interested parties who wish to make representations in the matter if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed on to the applicants for reply. Requests for a statement of the applicants' case, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff and Import Policy Division, Board of Trade, Room 3134, Horse Guards Avenue, London, S.W.1.

Import Duty Drawbacks on Some Refrigeration Parts and Accessories

THE TREASURY have made the Import Duty Drawbacks (No. 10) Order 1962.

This Order:

(i) extends for an indefinite period after November 28, 1962, the operation of the drawback scheme in respect of certain refrigeration control parts and accessories; and

(ii) makes the amendments to existing drawback schemes necessitated by the reduced rates of duty applicable from October 31, 1962, under the General Agreement on Tariffs and Trade and the European Free Trade Area Convention.

The Order came into operation on October 31, 1962, and has been published as Statutory Instruments 1962, No. 2336.

Applications for Drawback of Protective Duties on Cocoa and Sugar for Certain Export Purposes

FOLLOWING the Chancellor of the Exchequer's announcement in his Budget speech and Financial Statement of the intention to transfer the present revenue duties on cocoa and sugar to the formal status of protective duties under the Import Duties Act, 1958, the Board of Trade gave notice on April 13, 1962 (See *Board of Trade Journal* dated April 20, 1962, page 850) that they were prepared to consider applications for the introduction (simultaneously with the transfer of the duties) of schemes providing for allowance of drawback of the protective duties on the items affected when imported for export purposes.

The Board of Trade now give notice that they have under consideration applications for allowance of drawback of the intended protective duties on the following items when imported for use in production of the respective export goods described:

Imported materials	Exported goods
1. Raw cocoa beans, whole or broken	(a) Cocoa butter (fat or oil). (b) Cocoa powder, sweetened or unsweetened; drinking chocolate. (c) Chocolate for further manufacturing purposes (block couverture, bakers' covering compounds, granulettes etc.). (d) Chocolate, chocolate confectionery, chocolate biscuits and sugar confectionery.
2. Cocoa butter (fat or oil)	(a) Chocolate for further manufacturing purposes (block couverture, bakers' covering compounds, granulettes etc.). (b) Chocolate, chocolate confectionery, chocolate biscuits and sugar confectionery.
3. Liquid glucose	(a) Chocolate, chocolate confectionery, chocolate biscuits and sugar confectionery.
4. Refined sugar, other than of Commonwealth origin.	(a) Cocoa powder, sweetened; drinking chocolate. (b) Chocolate for further manufacturing purposes (block couverture, bakers' covering compounds, granulettes etc.). (c) Chocolate, chocolate confectionery and sugar confectionery. (d) Biscuits.

Any representations which interested parties may wish to make on these applications should be addressed in writing to the Board of Trade, Tariff and Import Policy Division, Horse Guards Avenue, London, S.W.1, not later than November 23, 1962.

Temporary Exemptions for Some Chemical Goods

THE TREASURY have made the Import Duties (Temporary Exemptions) (No. 5) Order 1962.

The Order lists goods (mainly chemicals) which are at present liable to import duty, but which became temporarily exempt from import duty on November 1, 1962; and will remain exempt until January 1, 1963. Also included in the Order are certain goods for which the current exemption periods have been extended until January 1, 1963.

The Order came into operation on November 1, 1962, and has been published as Statutory Instruments 1962, No. 2337.

Marking of Spectacle Frames

The Board of Trade announce that, in pursuance of Section 7 of the Merchandise Marks Act, 1926, a draft Order in Council was laid before Parliament on October 25, 1962. This draft Order (Draft of the Merchandise Marks (Imported Goods) No. 3 Order, 1962) requires imported spectacle frames to bear an indication of origin at the time of sale and exposure for sale in the United Kingdom.

Copies of the draft Order can be obtained from H.M. Stationery Office, Kingsway, London, W.C.2, and branches, or through any bookseller, price 3d., by post 5½d.

Import and Export Prices in September

THE OVERALL import and export prices and the terms of trade for September were unchanged from the August levels of 95, 113 and 84 respectively (1954 = 100).

An increase of half of one per cent. in the overall index for imports, not reflected in the rounded index, was due to a partly seasonal increase of two per cent. in the index for the food, beverages and tobacco class of imports. There was an offsetting decrease in prices of basic materials, the index of which fell by almost one per cent. whilst the indices for fuels and manufactured goods were unchanged.

There was a rise of about one-third of one per cent. in the manufactured goods export index, reflected as an increase of one point in the rounded index. This was mainly due to increase of about one half of one per cent. in the engineering goods index and of almost one per cent. in the textiles index. The metals index fell by almost one per cent. whilst the index for other manufactures remained unchanged.

The method of calculating the import and export price index was explained in the *Board of Trade Journal* of May 2, 1958.

(1954 = 100)

	Imports						Exports					
		(Class A)	(Class B)	(Class C)	(Class D)		Manufactured Goods (Class D)					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactures	Total	Total	† Metals	‡ Engineering products	§ Textiles (excluding clothing)	Other	* Terms of Trade
1955	103	101	104	102	109	102	102	104	103	100	102	101
1956	105	101	106	110	110	106	106	112	107	99	104	99
1957	107	101	110	128	104	111	109	115	112	101	106	96
1958	99	97	96	112	101	110	111	118	115	101	105	90
1959	98	98	93	104	104	109	111	115	117	98	106	90
1960	99	97	96	98	107	111	114	118	120	102	106	89
1961	97	94	95	96	107	112	115	118	122	106	106	86
1961 January	98	97	94	95	107	112	114	118	121	105	106	88
February	97	94	94	96	107	112	115	119	122	107	105	87
March	97	95	94	96	107	112	115	118	121	106	106	87
April	98	96	95	97	108	112	115	118	121	107	106	88
May	99	96	97	96	109	112	115	117	120	107	107	88
June	98	95	96	95	108	112	115	116	121	108	106	88
July	97	92	97	96	107	112	115	118	121	105	106	86
August	95	91	96	93	106	112	115	119	122	107	105	85
September	95	91	95	95	106	112	115	117	123	106	106	85
October	96	91	95	96	106	112	115	118	122	106	106	85
November	96	93	93	97	106	112	115	118	122	104	107	85
December	96	93	94	96	106	113	116	118	123	106	107	85
1962 January	96	93	93	96	106	113	116	119	123	106	107	85
February	96	94	93	96	105	113	116	120	123	106	106	85
March	96	94	92	96	105	113	116	120	123	107	107	85
April	96	96	92	96	105	113	116	120	123	107	106	85
May	95	94	91	96	104	113	116	120	123	106	105	84
June	96	96	91	94	104	113	116	120	123	106	105	85
July	95	95	90	95	104	113	116	119	124	105	106	84
August	95	94	90	95	105	113	116	120	124	105	106	84
September	95	96	89	95	105	113	117	119	125	106	106	84

* Import price index as percentage of the export price index.
† Export List Division D.12, 13 and 14.
‡ Export List Division D.15, 16 and 17, 18, 19 and 22.
§ Export List Division D.6, 7, 8 and 9.

SHIPPING & FORWARDING: COLLECTION SERVICES: AIR FREIGHT & GROUPAGE: PACKING: IMPORTS: TRAVEL: INSURANCE

When urgent services or information are required phone:

Meadows

London	MONarch 8030	Hull	36735
London Airport	Colnbrook 2871	Leith	2621
Liverpool	Maritime 2070	Bristol	293391
Glasgow	CITy 3311	Bradford	28234
Manchester	CENtral 8951	Ipswich	55051
Manchester Airport	MERcury 3225	Leicester	29456
Southampton	25033	Stoke-on-Trent	47021
Birmingham	Midland 7451	Northampton	32711
Birmingham Airport	Sheldon 5217	Nottingham	53288

THOMAS MEADOWS & COMPANY LIMITED. 20-28 MILK STREET LONDON, E.C.2

AND AT OFFICES AS QUOTED ASSOCIATED COMPANIES AND CORRESPONDENTS THROUGHOUT THE WORLD

Access to Foreign Patents in the Patent Office Library

THE GROWTH in all sections of the stock of the Patent Office Library, and the limited space it has for expansion in the present building, have made it necessary to open an annexe nearby. The whole of the Library's foreign patents section is accordingly to be transferred to premises in Chancery House, which is nearly opposite the main entrance of the Patent Office, in Southampton Buildings, Chancery Lane, London, W.C.2.

The foreign patents at present housed on the first and second galleries of the Library will be moved to Chancery House during the week-end November 17-18. Regular service to readers will commence in Chancery House on Monday, November 19, 1962.

The hours of opening will be from 10 a.m. to 5.30 p.m. Mondays to Fridays, and 10 a.m. to 1 p.m. on Saturdays. The securing of foreign patents in readiness for their transfer will be carried out between November 12 and 16.

Readers are therefore asked to note that on Tuesday and Wednesday November 13 and 14 access to foreign patents and trade marks material on the galleries of the Library will be limited to those which have not been secured for removal. The least-used sections of the foreign patents will be strapped first, and notices of what is inaccessible will be posted daily in the Library. On Thursday, Friday and Saturday morning, November 15-17, it is regretted that no access to any foreign patents on the galleries will be possible.

Any delay which occurs in dealing with photocopy orders for foreign patents during this period will be kept to a minimum. Access to all other sections of the Library, and the photocopy order service for material other than foreign patents, will continue normally during November 12-17.

Any inquiries concerning this move should be addressed to the Librarian; telephone inquiries may be referred to Holborn 8721, Ext. 155.

Patents Endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the undermentioned patents were endorsed 'Licences of Right' on the dates specified.

NUMBER	GRANTEE	SUBJECT
		September 27, 1962
837,944	Etablissements F. Potain & Cie.	Grab cranes.
		October 5, 1962
892,585	Duro-Test Corporation	Electric lamps.
		October 11, 1962
861,030	L'Electro-Refractaire Societe Anonyme	Production of lined pipes.
		October 12, 1962
898,829	Simon Carves Ltd.	Heat exchangers.
		October 16, 1962
853,073	Brunton, J. E. C.	Casting building units.
		October 17, 1962
745,442	The British United Shoe Machinery Co. Ltd.	Heel building machines.
767,967	The British United Shoe Machinery Co. Ltd.	Heel attaching machines.
797,571	Bergwerksgesellschaft Hibernia A.G.	Waterproof cellulose or regenerated cellulose film sheets or filaments.
816,304	Paillard S. A.	Photographic objects.
817,632	Bergwerksgesellschaft Hibernia A.G.	Polymerization of olefines.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller-General

The Patent Office.

Assistant Official Receivers' Appointments

THE BOARD OF TRADE announce the following appointments: Mr. James Michael Buttimer to be an Assistant Official Receiver for the Bankruptcy District of the County Court of Brighton, Eastbourne, Hastings and Tunbridge Wells.

Mr. Ernest Arthur Ashcroft to be an Assistant Official Receiver for the Bankruptcy Disrtict of the County Courts of Bristol, Bath, Bridgwater, Cheltenham, Frome, Gloucester, Swindon and Wells and the Bankruptcy District of the County Courts of Exeter, Barnstaple and Taunton.

Mr. Frank Augustus Lanaway to be an Assistant Official Receiver for the Bankruptcy District of the County Courts of Nottingham, Boston, Burton-on-Trent, Derby, Leicester, Lincoln and Horncastle. These appointments took effect from November 1, 1962.

Production of Man-made Fibres in September

PRODUCTION of man-made fibres in September was 19 per cent. more than in September 1961; within the total output of continuous filament yarn was 24 per cent. more and output of staple fibre 15 per cent. more.

In the three months July-September total output was 9 per cent. more than in the corresponding months of last year. Total deliveries of man-made fibres in the three months July-September were 10 per cent. more than in the same period of 1961. Continuing the trend of the first six months of the year, deliveries of continuous filament yarn to the warp-knitting and hosiery industries were more than in the same quarter of 1961 – by 31 and 21 per cent. respectively. Deliveries of continuous filament yarn for industrial purposes also showed an increase – by 4 per cent. – but deliveries to the weaving industry were 10 per cent. less. Deliveries of staple fibre to the cotton spinning industry were 13 per cent. less than in the same period last year, but deliveries to other sectors of the home market were more. Deliveries for direct export both of continuous filament and of staple fibre continued at a high level and, compared with last year, were 46 and 36 per cent. more respectively.

Production

(Million lb. 'delivered weight' basis)

	Continuous Filament Yarn (Singles)	Staple Fibre	Total
1958 (quarterly average)	47·9	57·7	105·5
1959 (quarterly average)	58·9	69·8	128·7
1960 (quarterly average)	67·2	80·8	148·0
1961 (quarterly average)	66·0	76·4	142·4
1961 1st Quarter	67·5	71·6	139·1
2nd Quarter	65·8	72·0	137·8
3rd Quarter	60·7	77·4	138·1
4th Quarter	67·9	84·7	152·6
1962 1st Quarter	67·8	78·9	146·7
2nd Quarter	73·4	83·6	157·1
3rd Quarter	71·0	79·1	150·1
1961 August	19·4	22·5	42·0
September	20·0	25·4	45·4
1962 August	22·0	20·5	42·5
September	24·7	29·2	53·9

Deliveries of Continuous Filament Yarns

(Thousand lb., actual weight)

	1961		1962		
	July-Sept.	Oct-Dec.	Jan-March	April-June	July-Sept.
Weaving	17,844	20,700	20,012	17,791	16,033
Hosiery	6,209	7,905	8,491	8,795	7,513
Warp knitting	5,395	7,247	7,157	7,816	7,052
Industrial purposes (tyres, etc.)	18,769	18,903	20,961	20,029	19,468
Other purposes	2,617	2,911	2,806	2,784	2,676
Exports as yarn (a)	10,596	13,980	15,255	15,333	15,471
Total	61,431	71,646	74,682	72,549	68,213

(a) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.

Deliveries of Staple Fibre

(Thousand lb. actual weight)

	1961		1962		
	July-Sept.	Oct.-Dec.	Jan.-March	April-June	July-Sept.
Cotton spinning	27,921	29,467	27,726	27,215	24,203
Wool spinning	16,231	20,868	20,200	19,000	19,137
Flax spinning	5,189	5,663	6,110	5,341	5,846
Other spinning systems and sundries	6,948	8,170	8,740	8,478	8,014
Exports (a)	17,534	23,468	16,911	20,102	23,874
Total	73,822	87,637	79,687	80,137	81,075

(a) The figures refer to deliveries from the industry for export and may differ from the totals recorded as exports in the monthly trade accounts.

Parliamentary Answers

Below is a selection of questions of interest to industry asked and answered in Parliament.

Tuesday October 23

Anglo-Japanese Treaty

Mr. Frederick Erroll, President of the Board of Trade, was asked a number of questions on the long term Anglo-Japanese Commercial Treaty. Replying, the President said that there were still some matters on which agreement had not yet been reached, but it was hoped that the Treaty would be concluded during the Japanese Prime Minister's visit to this country later this month. He said the text of the Treaty would be laid before the House as soon as possible after it had been signed and he intended to publish an explanatory White Paper at the same time. With regard to the safeguards in the Treaty to protect the United Kingdom wool textile industry from unfair trading practices used by Japan, the Minister said he could not disclose details of what the Treaty would contain before the negotiations were concluded. In reply to a further question he said he could not postpone its signing until after the completion of negotiations for Britain's entry into the European Economic Community.

United Kingdom, EFTA and EEC

The President replied to questions on the value of imports into the United Kingdom of motor vehicle transmission chains, and their parts from the Commonwealth, the European Free Trade Area, and other foreign countries, and how much Australian wheat was landed in Britain in the last 12 months, the average price, and what information he had obtained regarding the quantity and price of Australian wheat landed in Common Market countries in the same period. The answers to the questions are to be found in Hansard of October 25, cols. 213 and 214.

Cinema Admissions and Takings in September

DURING September (5 week period) the weekly average of admissions to cinemas in Great Britain was 7.9m. and the weekly average of gross box office takings was £1.14m.

Price of Hansard Increased

H.M. STATIONERY OFFICE announced on October 26 that the prices charged for Parliamentary Debates (Hansard) had remained unchanged since 1957 but because of increases in the cost of production since then, an increase had become necessary. The loss on the sale of copies of all editions in the current year would, at the old prices, be nearly £80,000 and the increases would do no more than reduce this by about £15,000 in a full year.

Prices were increased as follows from the beginning of the current Parliamentary Session (October 30, 1962):

Commons Daily Edition	from 1s. to 1s. 6d.
Lords Daily Edition	from 1s. to 1s. 6d.
Commons Weekly Edition	from 3s. to 4s. 6d.
Lords Weekly Edition	from 2s. to 3s. 0d.
Standing Committee Debates	from 9d. to 1s. 3d.

British Film Fund Agency

THE BRITISH Film Fund Agency has published the following information for the five weeks ended September 29, 1962:

Distributors' earnings submitted:		
High cost films	£701,186	
Low cost films.		
Eligible (after multiplying by 2½)	£122,026	
Not eligible for 2½ times rental	£17,037	
		£840,249
Films of less than 3,000 feet (after multiplying by 2½)		£66,709
		£906,958
Levy collections paid to Agency by H.M. Customs and Excise to October 6, 1962, approximately covering entertainments to September 29, 1962.		£374,800

The eleventh interim allocation for the fifth distribution period will be at the rate of 46 per cent.

Registrations of British and Foreign Films

THE FOLLOWING are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, October 26, 1962:

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time (minutes)	Date of Registration
	BRITISH				
The Primitives	Rank Film Distributors Ltd.	Border Film Productions (London) Ltd.	Br/E 27834	70	October 22
Look at Life Series 15: *The Changing River*	" "	Rank Film Distributors Ltd.	Br/E 27835	9	October 22
The Amorous Prawn	British Lion Films Ltd.	Covent Garden Films Ltd.	Br/E 27845	90	October 25
Metal in Harmony	Anglo Amalgamated Film Distributors Ltd.	Anglo-Scottish Pictures Ltd.	Br/E 27846	21	October 26
Pathe Pictorial Series 404-416: *Pathe Pictorial No.* 411	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 27847	8	October 26
Pathe News 62-85	" "	" "	Br/E 27501	7	October 26
Pathe News 62-86	" "	" "	Br/E 27502	8	October 26
Movietone News 1741A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 27552	7	October 26
Movietone News 1742	" "	" "	Br/E 27553	7	October 26
	FOREIGN				
Accattone (The Procurer)	Bargate Films Ltd.	Arco Films	F 27832	115	October 22
If A Man Answers	Rank Film Distributors Ltd.	Universal International Films Incorporated	F 27833	96	October 22
La Belle Americaine	Warner-Pathe Distributors Ltd.	Panarama Films	F 27836	97	October 23
The Chapman Report	" "	Warner Brothers Pictures Inc.	F 27837	116	October 23
March to the Gallows	Gala Film Distributors Ltd.	Inter - Allianz Filmhandels-gesellschatt M.B.H.	F 27838	109	October 23
Senilita	" "	Zebra Films	F 27839	110	October 23
Killing at Monte Carlo	" "	Dino De Laurentiis	F 27840	106	October 23
Unexpected	" "	Documento Film	F 27841	109	October 23
The White Bear	Contemporary Films Ltd.	Film Polski	F 27842	94	October 25
Les Astronautes	" "	Argos Films	F 27843	14	October 25
It Started in Tokyo	Warner-Pathe Distributors Ltd.	Allied Artists Picture Corporation	F 27844	74	October 25

The title of the film 'The Six Five Special' (Br/E 23295) registered on March 13, 1958, has been amended to read 'Calling All Cats.'
Where the title appears in italics the film forms part of a series.
Br/E indicates that the film is a British quota film.

INSURE WITH
The LONDON & LANCASHIRE Insurance Co. Ltd
CHIEF ADMINISTRATION
7 CHANCERY LANE, LONDON, W.C.2

Government Surplus Sales by Auction

War Office

1962	Stores	Location	Auctioneers
Nov. 9	Miscellaneous stores	Returned Stores Group, Reed Hall, Colchester, Essex.	Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester, Essex. (Tel. 73171).
Nov. 13	Miscellaneous stores including:	Central Ordnance Depot, Didcot, Berks.	Simmons & Sons (Dept. L), 12 Station Road, Reading. (Tel. 54025).

Portable runways; lifting jacks; blocks and tackle; steel wire cables; canvas sheeting and tentage; tent frames; warehouse trolleys; Coventry Climax and Dennis trailer fire pumps; vices; anvils; engineering and carpentry tools; drills; stocks and dies; reamers; weighing machines; screws; nuts; bolts; rivets; nails; spades; shovels; pick axes; power hacksaw; motor mowers and spares; miscellaneous office and other furniture; 6 ft. forms; tent bases and timber, etc.

Nov. 20	Machine tools and miscellaneous stores	W.D. Storage Depot, Royal Arsenal, Woolwich, London, S.E.18.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyd's Avenue, London, E.C.3. (Tel. Royal 4861).
Nov. 29	Vehicles, machine tools and miscellaneous stores.	W.D. Storage Depot, Bowhouse, Hurlford, Nr. Kilmarnock, Ayrshire.	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447).
Dec. 4, 5 & 6	Vehicles, earth moving, roadmaking and lifting equipment.	W.D. Storage Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. each (*Postal Orders only*).

Sale by Tender – MACHINE TOOLS

Single and multi spindle, chucking and bar automatics; two spindle drill; surface, cylindrical and twist drill grinders; capstan, turret and centre lathes; milling machines; gear shapers; forging hammer; tapping machines; punching and piercing presses, etc.

Locations: War Department Storage Depot, Melmerby, Nr. Ripon, Yorks. and Royal Ordnance Factory, Birtley, Co. Durham.

Application for tender forms should be made to War Office, Directorate of Disposals, First Avenue House, High Holborn, London, W.C.1. Tender forms must be returned by November 20, 1962. Permission to view on production of tender form only.

Air Ministry

1962	Stores	Location	Auctioneers
Nov. 6	Huts and buildings, blister hangar, Nissen and Romney huts, etc.	Royal Air Force Station, Tibenham, Norfolk.	W. S. Hall & Palmer, Wymondham, Norfolk. (Tel.: Wymondham 3031-2). Catalogues free.
Dec. 6	Miscellaneous stores and equipment	No. 25 Maintenance Unit, Royal Air Force, Hartlebury, Worcs.	Nock & Joseland, Bank Buildings, Kidderminster, Worcs. (Tel.: Kidderminster 2053).

The above sale will include clothing and webbing equipment, balloon fabric, cordage, dinghies, parachutes, cameras and projectors, radio and electrical equipment, furniture and general stores.

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sale, on application to the auctioneers. (Catalogues for all sales held at Maintenance Units cost 1s. 0d. each, *Postal Orders* only).

Tender Sales

Tenders are invited for the purchase and removal of the following:

(a) Bulk Petrol Installation situated at Blackbushe, Hartley Wintney, Hants.
(b) Sewage plant at Wythall, Birmingham, and Seaton Snook, Co. Durham.
(c) Refrigeration, air-conditioning and pumping plant at Seaton Snook, Co. Durham.

Apply within seven days of the date of this notice to Air Ministry, C19a Turnstile House, High Holborn, London, W.C.1, for tender forms.

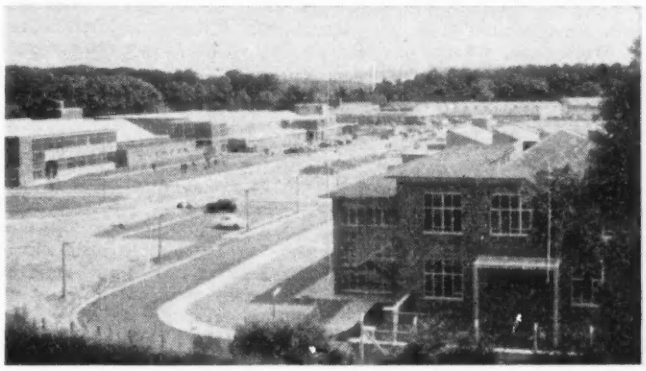
Ministry of Public Building and Works

1962	Stores	Location	Auctioneers
Nov. 6	Office and miscellaneous furniture, domestic refrigerators, electric and other fittings, canteen equipment, crockery, etc.	Ministry of Works, Supplies Division Stores, Shed 10, 51 Kidbrooke Park Road, London, S.E.3.	Hollingsworth, Bank Chambers, 329 High Holborn, London, W.C.1. (Tel.: Holborn 0337.) (Catalogues, price 6d., are obtainable direct from the auctioneers.)

ELEPHANTIDE (REGD.)
INSULATING PRESSBOARD
for all Oil Immersed Electrical Apparatus such as
TRANSFORMERS, SWITCHGEAR, etc.
Also PRESS PAPERS FOR CLOTH FINISHING
B. S. & W. WHITELEY, LTD., POOL-IN-WHARFEDALE, YORKSHIRE.
Telephones: ARTHINGTON 2121 • TELEX. 55103 • Grams: WHITELEY, POOL-IN-WHARFEDALE

Modern Government Factories for Rental in Northern Ireland and Scotland

For the convenience of manufacturers who contemplate extending their activities, the *Board of Trade Journal* will publish each month a list of the modern Government-owned factories available for rental in Northern Ireland and Scotland.



A view of the Dunmurry Factory Estate, near Belfast, Northern Ireland

IN NORTHERN IRELAND a number of standard factories of various sizes are available for letting to manufacturers with suitable projects which will create new employment. Preference is given to projects which will provide a good percentage of male employment.

The factories, built by the Government of Northern Ireland, are listed below. Seven are ready for immediate occupation and the remaining five will be completed by mid 1963. All have single-storey production areas with maximum freedom from roof supports. They are of reinforced concrete or steel framed brick construction with north light roofs and are specially sited in areas of labour surplus. They are connected to electricity, water and sewers. Town gas can be laid on to most of the factories if required. All the factories have been designed for expansion by at least 100 per cent.

Grants of up to one-third are available towards the cost of new plant and machinery. Alternatively, the Ministry of Commerce will consider giving assistance towards the cost of dismantling machinery in an existing factory in Great Britain, its transportation and re-erection in Northern Ireland.

Rents are based on current market values, currently from 1s. 6d. to 2s. 3d. per square foot depending upon location and size. In special cases where the employment or product is judged to be of particular value to Northern Ireland's economy, a lower rent can be negotiated for the early years of the lease. The standard lease is for 21 years with an option to renew at the then current market rent. Break clauses and an option to purchase are normally included in the lease. Industrial premises in Northern Ireland are de-rated by 75 per cent.

Inquiries should be addressed to the Ministry of Commerce, Chichester House, Belfast, 1, Northern Ireland, or to the Ulster Office, Northern Ireland Government, 13 Regent Street, London, S.W.1.

Location	Total Area	Height to Truss	Distance from Belfast	Distance from Airport Dock
	sq. ft.		miles	miles
Dunmurry Factory Estate (Nr. Belfast)				
*8	19,450	12 ft. 0 in.	6	10
*5	30,000	13 ft. 6 in.	6	10
*6	32,418	12 ft. 6 in.	6	10
3/4	50,000	16 ft. 0 in.	6	10
Dundonald				
Belfast	70,000	17 ft. 0 in.	6	17
Armagh	18,000	13 ft. 6 in.	37	30
Ballymena	30,000	12 ft. 6 in.	28	19
Ballymoney	18,000	13 ft. 6 in.	47	35
***Coleraine**	18,000	12 ft. 6 in.	55	43
***Downpatrick**	19,000	12 ft. 6 in.	22	33
***Dromore**	18,300	12 ft. 6 in.	17	19
Portadown	52,600	14 ft. 0 in.	27	19

* Available now.

IN SCOTLAND the following existing steel framed single-storey factories, each equipped with central heating, gas, water and electrical services, are available on a rental basis, for early occupation on the undermentioned industrial estates.

These industrial estates are well laid out and are strategically sited for labour and transport requirements. Factories are provided with modern thermostatically controlled heating installations and are normally connected to all the essential services. Leases have a duration of 20 years but mutual breaks will be considered. Rents are assessed by the District Valuer of the Inland Revenue at current market value, which at present range from 2s. 9d. to 4s. 0d. per square foot.

Applicants will be referred to the Board of Trade for consideration and approval of their projects, subject to the terms of the Local Employment Act, 1960. Under this Act, Government assistance may be available, but applicants for storage accommodation cannot be considered. Inquiries should be addressed to The General Manager, Industrial Estates Management Corporation for Scotland, 3 Woodside Place, Glasgow, C.3.

	Height to underside of truss
Carfin (12 miles east of Glasgow)	
Area 26,500 sq. ft.	13 ft. 0 in.
Dundee (83 miles north-east of Glasgow)	
Area 129,651 sq. ft.	12 ft. 0 in.
Hillington (on the western boundary of the City of Glasgow)	
(1) Area 10,432 sq. ft.	12 ft. 0 in.
(2) Area 10,920 sq. ft.	Various
(3) Area 21,243 sq. ft.	12 ft. 0 in.
(4) Area 5,221 sq. ft.	12 ft. 0 in.
(5) Area 34,492 sq. ft.	12 ft. 0 in.
Newhouse (14 miles east of Glasgow)	
(1) Area 10,200 sq. ft. (north light roof)	12 ft. 0 in.
(2) Area 15,900 sq. ft. (north light roof)	12 ft. 0 in.
(3) Area 35,315 sq. ft.	12 ft. 0 in.
Queenslie (on the eastern boundary of the City of Glasgow)	
Area 5,202 sq. ft. (north light roof)	12 ft. 0 in.
Thornliebank (on the southern boundry of the City of Glasgow)	
(1) Area 5,275 sq. ft.	12 ft. 0 in.
(2) Area 32,858 sq. ft. (crane rails)	12 ft. 0 in. & 18 ft. 6 in.

Donibristle (50 miles north-east of Glasgow)

The undernoted buildings on Donibristle Estate in Fife, which is within five miles of the new Forth Road Bridge, are to be adapted to meet the requirements of industrialists. Work on the adaptation of the first-mentioned building will commence shortly. Gas is not available on this Estate at the present time.

	Height to underside of truss
(1) Area 56,756 sq. ft. (crane rails)	12 ft. 0 in. to 21 ft. 9 in.
(2) Area 24,600 sq. ft. (flat roof)	12 ft. 0 in. to 18 ft. 0 in.
(3) Area 11,340 sq. ft. (north light roof)	12 ft. 0 in.
(4) Area 8,194 sq. ft.	12 ft. 0 in.
(5) Area 7,190 sq. ft. (flat roof)	Various
(6) Area 3,150 sq. ft.	9 ft. 6 in.
(7) Area 10,200 sq. ft. (two-storeyed office block)	

Shotts (26 miles east of Glasgow)

Construction has recently been commenced of the undernoted factory which is being built in advance of requirements.

	Height to underside of truss
Area 25,000 sq. ft. approx.	14 ft. 0 in.

Location of Industry

A new PEP broadsheet discusses current problems relating to the location of industry. Copies from PEP, 16 Queen Anne's Gate, London, S.W.1. (Tel. Whitehall 7245-7). Price 5s.

Trade Fairs and Exhibitions at Home and Overseas

Changes in Trade Fairs and Exhibition Announcements

BECAUSE of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:

	Date Last Published	Date Next Published
United Kingdom	This issue	Feb. 1
Outside Europe	Oct. 5	Jan. 4
Europe	Sept. 7	Dec. 7

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibliity is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 3096 Europe; 3097 United Kingdom and outside Europe) will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events, which, owing to space limitation, are not included in the lists.

*indicates fair which is held annually at approximately the time stated.

†indicates fair which is held in alternate years at approximately the time stated.

Additions to Classified List of Trade Fairs and Exhibitions

The fairs and exhibitions given below are additions to the full lists published in the *Board of Trade Journal* on October 5 and September 7 respectively.

OUTSIDE EUROPE

Additions:

HONG KONG: 20TH EXHIBITION OF HONG KONG PRODUCTS – November 27, 1962. January 4, 1963.
Apply, Mr. C. S. Chu, Secretary of the Chinese Manufacturers' Assoc. of Hong Kong, Li Po Chun Chambers, 13th Floor, Connaught Rd., Central, Hong Kong

CHICAGO: MOTOR SHOW – February 16-24, 1963.
* Apply, Chicago Automobile Trade Association, 35 East Whacker Drive, Chicago 1, Illinois.

CHICAGO: NATIONAL BOAT SHOW – March 2-10, 1963.
Apply, Outboard Boating Club of America, 307 North Michigan Avenue, Chicago 1, Illinois.

EUROPE

Additions:

HELSINKI: INTERNATIONAL MARITIME EXHIBITION (NAVIGARE 63) – September 13-29, 1963.
Apply, The Finnish Fair, Helsinki-Toolo, Finland.

DIJON: INTERNATIONAL GASTRONOMICAL FAIR – October 31-November 11, 1963.
* Apply, Administration de la Foire Gastronomique, Palais des Expositions, Bvd. de Champagne, Dijon.

Mr. Alan Green at Lagos Trade Fair

FOUR MAIN ASPECTS of partnership between the two countries were referred to by Mr. Alan Green, Minister of State, Board of Trade, when he spoke on 'British Day' at the Lagos International Trade Fair on Sunday.

Emphasizing that the theme of the British Pavilion was 'Nigeria and Britain – Partners in Progress', the Minister said:

'First and foremost there are our close trading relationships. Britain is easily the biggest of Nigeria's customers, taking approximately 45 per cent. of total Nigerian exports in 1961, and is also easily the best supplier of the goods that Nigeria needs, supplying approximately 39 per cent. of Nigeria's imports. When one considers that of Nigeria's total external trade in both directions, which amounted to approximately £390 million in 1961, over £160 million was with Britain, one can see that our partnership is an important one to us, and I hope, to you. As this Pavilion demonstrates, British industry, today as in the past, can offer Nigeria a vast range of goods, of first class quality and at competitive prices.

Secondly, there was the investment by British companies in Nigerian industry and agriculture. The value of British private investment in Nigeria exceeded £150 million and, of this, some £30/£40 million had been invested in the last two years since Independence. The range of Nigerian industries in which British private capital was invested was impressive and this, together with the amount invested, seemed to him to provide incontrovertible evidence of Britain's sympathy with and desire to assist in the industrialization of Nigeria. He understood that during the course of the Development Plan Nigeria was hoping that private foreign investment would amount to some £200 million. He had no doubt that British firms would continue as in the past to play a major part in the provision of this much needed investment.

'Thirdly, there is the assistance Britain has given and is proud to give to the training of Nigerians in technical skills and for positions of responsibility. British firms operating in Nigeria have taken the lead here by providing training for their Nigerian staff both in Nigeria and in Britain and by gifts to Nigerian educational institutions. In addition to the efforts of British firms, however, the British Goverment through its £5 million grant for educational development and its technical assistance arrangements, has continued to play a prominent part since Independence in the training and education of Nigerians. Under the technical assistance arrangements, the British Government has provided free courses of all kinds in Britain for 400 Nigerians since Independence and has, in addition, supplied 118 experts to give on the spot training in Nigeria. More Nigerians will be going to Britain shortly for training and several more British experts are on their way. We hope that an increasing amount of British technical assistance can be offered over the six years of the Development Plan.

'Finally, there are the loans and grants that Britain has provided for economic development. Since the end of the war Britain has offered loans and grants to Nigeria totalling nearly £100 million. Here again is evidence of Britain's recognition of her obligation to help in the development of the Commonwealth countries.'

For the Nigerian Development Plan 1962-8, in addition to the £5 million grant and the technical assistance arrangements to which he had referred. Britain had offered a loan of £10 million for the financing of commitments entered into during the first two years of the Plan. We expected that the formal agreement to this loan would be signed very soon.

CLEANING WASTE LTD.
Washed Wipers · Cleaning Rags · Cotton Waste, etc.
FALKLAND ROAD, HARRINGAY, LONDON, N.8. *MOUntview 3411 (6 lines)*
Contractors to H.M. Government

THE CHINESE MANUFACTURERS' ASSOCIATION OF

HONG KONG

invites you to visit the twentieth

EXHIBITION OF HONG KONG PRODUCTS

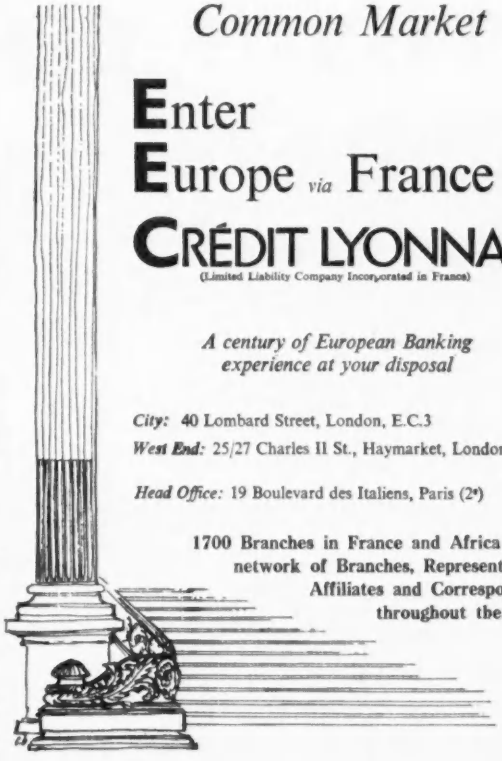
from 27th NOVEMBER, 1962 to 4th JANUARY, 1963

in the BRITISH CROWN COLONY of HONG KONG

•

Information from:-

Hong Kong Government Office, 54 Pall Mall, London, S.W.1.
The Chinese Manufacturers' Association, Li Po Chun Chambers, 13th Floor, Hong Kong.
Commerce & Industry Department, Fire Brigade Building, Hong Kong.



Common Market

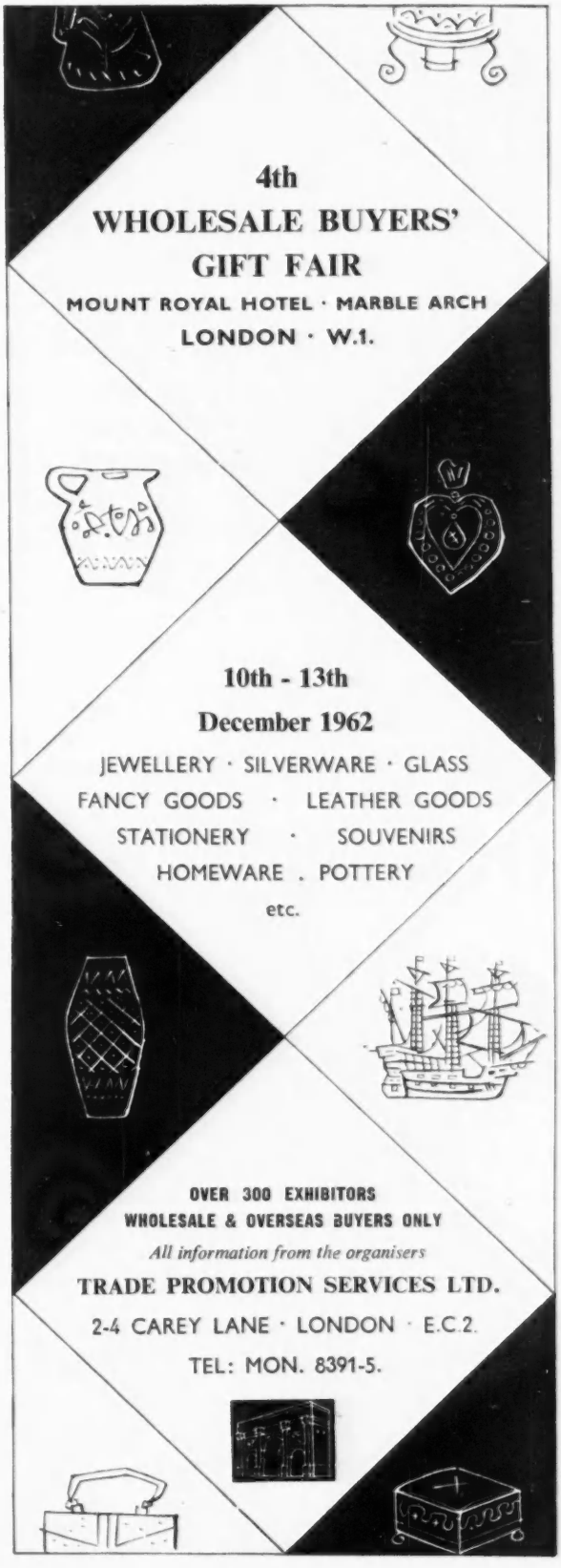
Enter
Europe *via* France &
CRÉDIT LYONNAIS
(Limited Liability Company Incorporated in France)

A century of European Banking experience at your disposal

City: 40 Lombard Street, London, E.C.3
West End: 25/27 Charles II St., Haymarket, London, S.W.1

Head Office: 19 Boulevard des Italiens, Paris (2e)

1700 Branches in France and Africa and a network of Branches, Representatives, Affiliates and Correspondents throughout the world



INTERZUM
COLOGNE
26th–30th June, 1963

International Fair for Suppliers to the Furniture, Upholstery and Wood Processing Industries

EXPAND YOUR OVERSEAS SALES BY EXHIBITING AT THE ONLY INTERNATIONAL TRADE FAIR SPECIALISING IN THESE GOODS

At the 1961 event there were 408 exhibitors from 12 countries and 21,000 trade buyers from 44 countries

Further information from:

DU MONT PUBLICITY CO. LTD.
18, Queensberry Place, London, S.W.7
Telephone: KEN 1700

A holiday resort for your next –

CONFERENCE OR EXHIBITION

MAIN CONFERENCE HALL Seating 1,312. Several other Halls.

EXHIBITION HALL 20,000 sq. ft. (shortly to be enlarged)

FIRST CLASS ACCOMMODATION for over 2,000 delegates

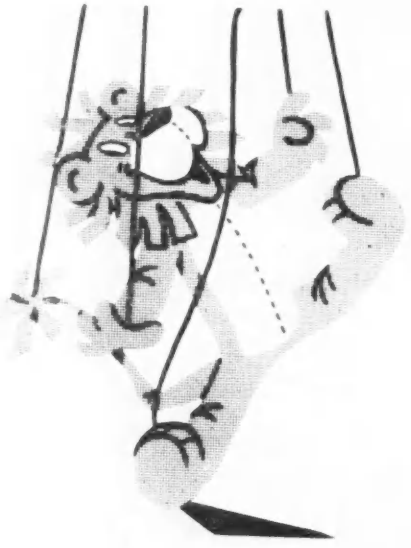
TOP GRADE HOTELS and many others of all Types

HARROGATE, situated half-way between London and Edinburgh, is road-served by the A.1, only fifteen minutes away, and rail-served by through trains from London and Scotland. Famous express trains provide delegates with speedy and comfortable travel. Efficient administration, with the amenities of a Holiday Town, makes Harrogate the ideal Conference and Exhibition Centre. For full particulars write to: A. C. Baxter, Information Bureau.

HARROGATE
TRAVEL BY TRAIN TO BRITAIN'S LEADING PROVINCIAL CONFERENCE & EXHIBITION CENTRE.

FOR FULL PARTICULARS WRITE TO A. C. BAXTER, INFORMATION BUREAU, HARROGATE, YORKS.

10th BRITISH TOY FAIR



BIGGER THAN EVER!

SUNDAY, 27th JANUARY
TO
FRIDAY, 1st FEBRUARY, 1963
Open Daily 9.00 to 18.00 (1st February 9.00 to 16.00)

BEDFORD HOTEL • HOTEL METROPOLE
GRAND HOTEL • SPORTS STADIUM
and CORN EXCHANGE

WHOLESALE, RETAIL and EXPORT

All Enquiries to
C. BRADLEY
BRITISH TOY FAIR
94 HATTON GARDEN, LONDON EC1

AT LONDON'S SEASIDE – BRIGHTON, ENGLAND

Trade Fairs and Exhibitions in the United Kingdom

1962 — Specialized

Agriculture and Dairy Industry

LONDON: THE ROYAL SMITHFIELD AND AGRICULTURAL MACHINERY SHOW – December 3-7.
* At Earls Court. Apply, Smithfield Show Joint Committee, S.M.M.T., Forbes House, Halkin Street, London, S.W.1. (Tel.: Belgravia 6611.)
LONDON: INTERNATIONAL POULTRY SHOW – December 5-7.
* At National Hall, Olympia. Apply, National Poultry Show, Dorset House, Stamford Street, London, S.E.1. (Tel.: Waterloo 3333.)

Building and Public Works

LONDON: THE PUBLIC WORKS AND MUNICIPAL SERVICES EXHIBITION – November 12-17.
† At Olympia. Apply, The Municipal Agency Limited, 3/4 Clement's Inn, Strand, London, W.C.2. (Tel.: Holborn 6817-6819.)

Caravans

LONDON: INTERNATIONAL CARAVAN EXHIBITION – November 28-December 4.
* At Olympia. Apply, Exhibition Organizer, The Daily Mail, Bouverie Street, London, E.C.4. (Tel.: Fleet Street 5000.)

Engineering, Machinery, Machine Tools

LONDON: 4TH CORROSION AND METAL FINISHING EXHIBITION – November 27-30.
At Olympia. Apply, Technology Publications Ltd., Leonard Hill Technical Group, The Tower, Brook Green Road, Hammersmith, London, W.6. (Tel.: Riverside 3071.)

Handicrafts, Hobbies

MANCHESTER: DO-IT-YOURSELF AND HOBBIES EXHIBITION – November 6-17.
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel.: Deansgate 6363.)

Hospital and Medical

LONDON: MEDICAL EXHIBITION – November 12-16.
* At Royal Horticultural Society's New Hall, Westminster, S.W.1. Apply, Exhibition Organizer, British and Colonial Druggists Ltd., 194/200 Bishopsgate, London, E.C.2. (Tel.: Avenue 1444.)

Photography

NEWCASTLE-UPON-TYNE: INTERNATIONAL EXHIBITION OF PHOTOGRAPHY – October 13-November 3.
† At Laing Municipal Art Gallery. Apply, Lt.-Col. C. Townsend, E.R.D., T.D., 19 Tynedale Terrace, Newcastle-upon-Tyne 12.

Transport

LONDON: INTERNATIONAL CYCLE AND MOTOR CYCLE SHOW – November 10-17.
† At Earls Court. Apply, The British Cycle and Motor Cycle Industries Association Ltd., Starley House, Eaton Road, Coventry.

Miscellaneous

LONDON: NATIONAL EXHIBITION OF CAGE BIRDS – December 6-8.
* At Olympia. Apply, The Exhibition Organizer, 'Cage Birds', Dorset House, Stamford Street, London, S.E.1. (Tel.: Waterloo 3333.)

1963 — General

LONDON: 40TH "DAILY MAIL" IDEAL HOME EXHIBITION – March 5-30.
* Apply, Associated Newspapers Ltd., 12-15 Bouverie Street, London, E.C.4. (Tel.: Fleet Street 6000.)
MANCHESTER: "EVENING CHRONICLE" BRIGHTER HOMES EXHIBITION – March 12-30.
* At City Hall. Apply, Provincial Exhibitions Ltd. City Hall, Deansgate, Manchester 3. (Tel.: Deansgate 6363.)
BRIGHTON: 17TH SUSSEX INDUSTRIES EXHIBITION – September 16-21.
* At the Corn Exchange. Apply, Mrs. N. Potter, M.B.E., Federation of Sussex Industries Ltd., Seven Dials Corner, Brighton 1, Sussex.
BRIGHTON: PURCHASING OFFICERS' ASSOCIATION CONFERENCE AND MINIBITION – September 26-28.
* At the Hotel Metropole. Apply, Purchasing Officers' Association, York House, Westminster Bridge Road, London, S.E.1. (Tel.: Waterloo 1851.)

1963 — Specialized

Agriculture, Dairy Industry and Fishing

GLASGOW: SCOTTISH DAIRY SHOW AND NATIONAL HORSE SHOW – February 12-16.
* At the Kelvin Hall. Apply, The Secretary, Glasgow Agricultural Society, 82 Gordon Street, Glasgow C.1.
BELFAST: 96TH ANNUAL ROYAL ULSTER SHOW – May 22-25.
* At Balmoral Showgrounds, Northern Ireland. Apply, The Royal Ulster Agricultural Society, The Kings Hall, Balmoral, Belfast 9. (Tel.: Belfast 665225.)
LONDON: WORLD FISHING EXHIBITION – May 27-31.
At Earls Court, London. Apply, Commercial Exhibitions Ltd., St. Richard's House, Eversholt Street, London, N.W.1. (Tel.: Euston 7293).
TAUNTON: BATH AND WEST AGRICULTURAL SHOW – May 29-June 1.
* Apply, The Secretary, Bath and West and Southern Counties Society, 3 Pierreport Street, Bath.
MALVERN: THREE COUNTIES AGRICULTURAL SHOW – June 11-13.
* Apply, Glynne Hastings, Esq., Three Counties Showyard, Malvern, Worcestershire.
NORWICH: ROYAL NORFOLK SHOW – June 26-27.
* At the Showground. Apply, The Secretary, Royal Norfolk Agricultural Association, Diss, Norfolk.
STONELEIGH (NR. KENILWORTH): ROYAL SHOW – July 2-5.
* Apply, Royal Agricultural Society of England, 35 Belgrave Square, London, S.W.1. (Tel.: Belgravia 5323.)
HARROGATE: THE GREAT YORKSHIRE SHOW – July 9-11.
* At Permanent Showground Site. Apply, F. M. Baldwin, Esq., M.B.E., B.Sc., Yorkshire Agricultural Society, Cliftonfield, Shepton Road, York.
BUILTH WELLS: ROYAL WELSH SHOW – July 23-25.
* Apply, The Secretary, Royal Welsh Agricultural Society, Queen's Road, Aberystwyth.

Amusements

LONDON: AMUSEMENT TRADES EXHIBITION – January 29-31.
* At New Royal Horticultural Hall, S.W.1. Apply, Amusement Trades Exhibition Ltd., 19 Charing Cross Road, London, W.C.2. (Tel.: Whitehall 2524)

Antiques

LONDON: THE ANTIQUE DEALERS' FAIR AND EXHIBITION – June 12-27.
* At Grosvenor House, Park Lane, W.1. Apply, Captain C. S. Platts, A.C.I.S., Grosvenor House, Park Lane, London, W.1. (Tel.: Grosvenor 6363.)

Boats

LONDON: INTERNATIONAL BOAT SHOW – January 2-12.
* At Earls Court. Apply, The Ship and Boat Builders' National Federation, 44 Great Queen Street, London, W.C.2. (Tel.: Holborn 7481.)
BIRMINGHAM: BOAT SHOW – January 30-February 9.
* At Bingley Hall. Apply, Mr. B. M. Ellwood, Birmingham Boat Shows Ltd., 49 Broad Road, Acocks Green, Birmingham 27.
MANCHESTER: NORTHERN BOAT, CARAVAN AND CAMPING EXHIBITION – March 1-9.
* At Belle Vue. Apply, L. W. Redhead Esq., Pall Mall Exhibitions Ltd., Spencer House, South Place, London, E.C.2. (Tel.: Metropolitan 9519.)

Building and Public Works

LONDON: INTERNATIONAL CONSTRUCTION EQUIPMENT EXHIBITION AND CONFERENCE – June 25-July 5.
† At Crystal Palace. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel.: Chancery 9011.)
LONDON: THE BUILDING EXHIBITION – November 13-27.
† At Olympia. Apply, The Building Trades Exhibition Ltd., 11 Manchester Square, London, W.1. (Tel.: Hunter 1951.)

Chemicals

LONDON: FIFTEENTH TECHNICAL EXHIBITION OF OIL AND COLOUR CHEMISTS ASSOCIATION – March 11-14.
* At the Royal Horticultural Society's Old and New Halls, London, S.W.1. Apply, Mr. R. H. Hamblin, General Secretary, Oil and Colour Chemists Association, Wax Chandlers Hall, Gresham Street, London, E.C.2. (Tel.: Monarch 1439.)

(*Continued on next page*)

Trade Fairs and Exhibitions in U.K. (*Continued*)

Confectionery

LONDON: SIXTH NATIONAL CONFECTIONERY TRADE EXHIBITION – January 15-18. At Seymour Hall, W.1.
* Apply: Mr. V. Press, National Union of Retail Confectioners, Ashley House, 53 Christchurch Avenue, London, N.12. (Tel.: Hillside 6344/5.)

Display

LONDON: INTERNATIONAL DISPLAY MARKET WEEK, 1963 – February 25-28.
* At Hotel Russell, Russell Square, London, W.C.1. Apply, National Display Equipment Association, 2 Caxton Street, London, S.W.1. Tel.: Abbey 4813.)

Electrical, including Electronics

LONDON: INTERNATIONAL AUDIO FESTIVAL AND FAIR – April 18-21.
* At Hotel Russell, London, W.1. Apply, C. Rex Hassan and Associates, 42 Manchester Street, London, W.1. (Tel.: Hunter 2080.)

Engineering, Machinery, Machine Tools

LONDON: THE DAIRY ENGINEERING EXHIBITION – April 1-5.
At Earls Court. Apply, The Trades' Markets and Exhibitions Ltd., 623/4 Grand Buildings, Trafalgar Square, London, W.C.2. (Tel.: Whitehall 1371.)
LONDON: THE LONDON INTERNATIONAL ENGINEERING EXHIBITION (FORMERLY ENGINEERING, MARINE, WELDING AND NUCLEAR ENERGY EXHIBITION) – April 23-May 2.
At Olympia and Earls Court. Apply, F. W. Bridges and Sons Ltd., Grand Buildings, Trafalgar Square, London, W.C.2. (Tel.: Whitehall 0568) and Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, W.C.1. (Tel.: Chancery 9011.)
LONDON: AUTOMATIC VENDING EXHIBITION – May 13-17.
At Earls Court. Apply, Trades Exhibitions Ltd., Exhibition House, Spring Street, London, W.2. (Tel.: Ambassador 5421/2.)
BIRMINGHAM: FOUNDRY EXHIBITION – May 16-25.
At Bingley Hall. Apply, The Foundry Trades' Equipment and Supplies Association Ltd., Glen House, Stag Place, London, S.W.1. (Tel.: Victoria 8651.)
LONDON: 2ND INTERNATIONAL FINISHES EXHIBITION – May 20-24.
* At Earls Court, London. Apply, Scientific Surveys Ltd. (Exhibition Division), 97 Old Brompton Road, London, S.W.7. (Tel.: Knightsbridge 9360.)
LONDON: INTERNATIONAL PLANT ENGINEERING AND MAINTENANCE CONFERENCE AND EXHIBITION, AND INDUSTRIAL PROCESS HEATING SYMPOSIUM AND EXHIBITION – June 17-21.
† At Alexandra Palace, London, N.22. Apply, C. H. L. Venn, Esq., Maintenance Publishing Ltd., Mercury House, 103-119 Waterloo Road, London, S.E.1. (Tel.: Waterloo 3388.)
LONDON: 11TH INTERNATIONAL PRINTING MACHINERY AND ALLIED TRADES EXHIBITION – July 16-27.
At Olympia and Earls Court. Apply, F. W. Bridges and Sons Ltd., 'Ipex,' Grand Buildings, Trafalgar Square, London, W.C.2. (Tel.: Whitehall 0568.)
LONDON: 3RD ENGINEERING MATERIALS AND DESIGN EXHIBITION – November 11-16.
* At Earls Court, London. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19, New Oxford Street, London, W.C.1. (Tel.: Chancery 9011.)

Floor Coverings

LONDON: INTERNATIONAL CARPET LINOLEUM AND FLOOR COVERINGS FAIR – February 25-March 1.
* At Earls Court. Apply, Trades Fairs and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel.: Chancery 9011.)

Foodstuffs, Hotel, Catering

BIRMINGHAM: HOTELIERS, CATERERS AND CATERING EQUIPMENT EXHIBITION – February 20-March 1.
† At Bingley Hall. Apply, W. G. Appleyard, Esq., 71 Broad Street, Birmingham 15.
LONDON: FOURTH DELICATESSEN EXHIBITION – February 25-March 1.
* At Royal Horticultural Society's Old and New Halls, Vincent Square, S.W.1. Apply, Contemporary Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel.: Museum 5153/5.)
EDINBURGH: SCOTLAND'S FOOD EXHIBITION – March 5-16.
* At Waverley Market. Apply, Scottish Trades Markets & Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel.: Deansgate 6363.)
LONDON: THE LICENSED VICTUALLERS' TRADE FAIR – March 11-15.
At Earls Court, London. Apply, Contemporary Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel.: Museum 5153/5.)
LONDON: 3RD INTERNATIONAL REFRIGERATION, AIR CONDITIONING AND FROZEN FOODS EXHIBITION – April 2-5.
At Earls Court. Apply, Technical Productions (London) Ltd., 11a Gloucester Road, London, S.W.7. (Tel.: Knightsbridge 2945.)
LONDON: SHOPSHOW – May 13-17.
* At Olympia. Apply, Trade and Technical Exhibitions Ltd., 1 Dorset Buildings, Salisbury Square, London, E.C.4. (Tel.: Fleet Street 1555.)
MANCHESTER: 'MANCHESTER EVENING NEWS' FOOD COOKERY AND CATERING EXHIBITION – September 11-21.
† At City Hall, Deansgate. Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester. (Tel.: Deansgate 6363.)
LONDON: INTERNATIONAL BAKERS AND CONFECTIONERS' EXHIBITION – September 28-October 3.
At Olympia. Apply, The Trades' Markets and Exhibitions Ltd., 623 Grand Buildings, Trafalgar Square, London, W.C.2. (Tel.: Whitehall 1371.)

Furniture

LONDON: THE FURNITURE SHOW – January 28-February 9.
* At Earls Court. Apply, B.F.M. Exhibitions Ltd., 17 Berners Street, London, W.1. (Tel.: Langham 5115.)

Gifts, Fancy Goods, Toys

HARROGATE: INTERNATIONAL TOY FAIR January 12-18.
* Apply, G. Wilkinson, Esq., Harrogate International Toy Fair Ltd., Finsbury Court, Finsbury Pavement, London, E.C.2. (Tel.: Monarch 8921.)
BRIGHTON: 10TH BRITISH TOY FAIR – January 27-February 1.
* Apply, British Toy Fairs (International) Ltd., 94 Hatton Garden, London, E.C.1. (Tel.: Chancery 9158.)
BLACKPOOL: INTERNATIONAL GIFTS FAIR – February 4-8.
* Apply, Trade Promotion Services Limited, Saint Dunstan's House, Carey Lane, London, E.C.2. (Tel.: Monarch 8391-5.)

Handicrafts, Hobbies

LONDON: 11TH INTERNATIONAL HANDICRAFTS AND DO-IT-YOURSELF EXHIBITION – August 30-September 14.
* At Empire Hall, Olympia. Apply, A. J. Kreps, Esq., Link House Publications Ltd., Store Street, London, W.C.1. (Museum 9792.)

Homes, Household and Hardware

LONDON: INTERNATIONAL HARDWARE TRADES FAIR – February 4-8.
* At Olympia. Apply, Universal Exhibitions Ltd., 74 Holland Park, London, W.11. (Tel.: Park 7360 and 7723.)

Hospital and Medical

LONDON: INTERNATIONAL HOSPITAL EQUIPMENT AND MEDICAL SERVICES EXHIBITION – May 27-31.
† At Olympia. Apply, Contemporary Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel.: Museum 5153/5.)

Leather, Leather Goods and Footwear

BLACKPOOL: 5TH SLIPPER FAIR – January 21-24.
* At Imperial Hotel. Apply, L. W. Redhead, Esq., Shoe and Leather News (Exhibitions) Ltd., Spencer House, South Place, London, E.C.2. (Tel.: Monarch 0666.)
LONDON: LEATHERGOODS, LUGGAGE AND HANDBAG FAIR – February 11-15.
* At Mount Royal Hotel, London, W.1. Apply, National Leather Goods and Saddlery Manufacturers' Association, 69 Cannon Street, London, E.C.4. (Tel.: City 4444.)
HARROGATE: "AUTUMN SHOES" EXHIBITION – April 1-4.
* Apply, British Footwear Manufacturers Federation, 22 Gilbert Street, London, W.1. (Tel.: Mayfair 2843.)
LONDON: INTERNATIONAL LEATHER FAIR – May 20-25.
At Alexandra Palace, N.22. Apply, L. W. Redhead, Esq., Shoe and Leather News (Exhibitions) Ltd., Spencer House, South Place, London, E.C.2. (Tel.: Monarch 0666.)
LONDON: 'SPRING SHOES' EXHIBITION – September 30-October 3.
* At Mount Royal Hotel, Marble Arch, W.1. Apply, British Footwear Manufacturers' Association, 22 Gilbert Street, London, W.1. (Tel.: Mayfair 2843.)

Office Equipment and Business Efficiency

GLASGOW: BUSINESS EFFICIENCY EXHIBITION – April 1-6.
* At Kelvin Hall. Apply, Business Equipment Trade Association, 64 Cannon Street, London, E.C.4. (Tel.: Central 7771/2.)

Packaging

LONDON: INTERNATIONAL PACKAGING EXHIBITION – September 4-12.
† At Olympia. Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel.: Deansgate 6363.)

Trade Fairs and Exhibitions in U.K. (*Continued*)

Philately

LONDON: THE NATIONAL STAMP EXHIBITION "STAMPEX 1963" – March 15-23.
At Central Hall, Westminster, S.W.1. Apply, The Philatelic Trader's Society Ltd., 2 Clements Inn, London, W.C.2. (Tel.: Chancery 3764.)

Photography

LONDON: INTERNATIONAL REPROGRAPHIC AND INDUSTRIAL PHOTOGRAPHIC EXHIBITION – May 13-17.
At Earls Court. Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1. (Tel.: Gerrard 1622.)
LONDON: INTERNATIONAL PHOTO-CINE FAIR – May 13-18.
† At National Hall, Olympia. Apply, British Organizers Ltd., 52 Grafton Way, London, W.1. (Tel.: Euston 7930.)

Plastics

LONDON: INTERNATIONAL PLASTICS EXHIBITION AND CONVENTION (INTERPLAS) – June 12-22.
† At Olympia. Apply, The Manager, Iliffe Exhibitions Ltd., International Plastics Exhibition 1963, Dorset House, Stamford Street, London, S.E.1. (Tel.: Waterloo 3333.)

Radio and Television

LONDON: 18TH RADIO AND ELECTRONIC COMPONENT SHOW – May 21-24.
† At Olympia. Apply, Industrial Exhibitions Ltd., 9, Argyll Street, London, W.1. (Tel.: Gerrard 1622.)

Scientific Instruments

LONDON: ANNUAL EXHIBITION OF SCIENTIFIC INSTRUMENTS AND APPARATUS – January 14-17.
* At Royal Horticultural Halls, Westminster, S.W.1. Apply, The Institute of Physics and the Physical Society, 47 Belgrave Square, London, S.W.1. (Tel.: Belgravia 6111.)

Sports, Camping

LONDON: 5TH NATIONAL CAMPING AND OUTDOOR LIFE EXHIBITION – January 8-19.
* At Olympia. Apply, Trades Exhibitions Ltd., Exhibition House, Spring Street, London, W.2. (Tel.: Ambassador 5421/3.)

Stationery

LONDON: STATIONERY TRADE FAIR – March 4-8.
* At Alexandra Palace, N.22. Apply, The Stationer's Association of Great Britain and Ireland, 6 Wimpole Street, London, W.1. (Tel.: Langham 9256/7.)

Textiles, Clothing and Accessories

BRIGHTON: 10TH SMALLWARES TRADE FAIR – February 25-28.
* At Metropole Hotel. Apply, Trade and Technical Exhibitions Ltd., 1 Dorset Buildings, Salisbury Square, London, E.C.4. (Tel.: Fleet Street 1555.)
LONDON: INTERNATIONAL MEN'S AND BOY'S WEAR EXHIBITION – February 25-March 1.
At Earls Court. Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel.: Chancery 9011.)
LONDON: LONDON WEEK – MEN'S AND BOYS' WEAR EXHIBITION – February 25-March 1.
* At Mount Royal Hotel, W.1. Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1. (Tel.: Gerrard 1622.)
LONDON: MAKERS-UP FABRIC ASSEMBLY – May 13-17.
* At Berners Hotel, Berners Street, W.1. Apply, U.T.P. Exhibitions Ltd., 3 Racquet Court, Fleet Street, London, E.C.4. (Tel.: Fleet Street 3172-2985.)
HARROGATE: N.A.O. CONVENTION (MEN'S AND BOYS' WEAR EXHIBITION) – October 1-3.
Apply, National Association of Outfitters, 21 Cavendish Place, Cavendish Square, London, W.1. (Tel.: Langham 2918.)

1964 — Specialized

Electrical, Including Electronics

LONDON: 12TH ELECTRICAL ENGINEERS' EXHIBITION – March 18-25.
† At Earls Court. Apply, Electrical Engineers (A.S.E.E.) Exhibition Ltd., 6 Museum House, 25 Museum Street, London, W.C.1. (Tel.: Museum 3450.)
LONDON: INSTRUMENTS, ELECTRONICS AND AUTOMATION EXHIBITION – May 25-30.
† At Olympia. Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1. (Tel.: Gerrard 1622.)

Engineering, Machinery, Machine Tools

LONDON: 3RD INTERNATIONAL PIPES, PIPELINES, PUMPS AND VALVES EXHIBITION AND CONVENTION – April 13-17.
† At Earls Court. Apply, H. J. Conroy, Esq., Scientific Surveys Limited, 97 Old Brompton Road, London, S.W.7. (Tel.: Knightsbridge 9368.)
LONDON: MECHANICAL HANDLING EXHIBITION – May 5-15.
† At Earls Court. Apply, 'Mechanical Handling', Dorset House, Stamford Street, London, S.E.1. (Tel.: Waterloo 3333.)
LONDON: BREWING, BOTTLING AND ALLIED TRADES EXHIBITION – October 5-9.
At Olympia. Apply, The Trades' Markets and Exhibitions Ltd., 623 Grand Buildings, Trafalgar Square, London, W.C.2. (Tel.: Whitehall 1371.)

Foodstuffs, Hotel, Catering

LONDON: THE INTERNATIONAL HOTEL AND CATERING EXHIBITION 'HOTELYMPIA' – January 21-30.
† At Olympia. Apply, The Hotel and Catering Exhibition (London) Ltd., Dorset Buildings, Salisbury Square, London, E.C.4. (Tel.: Fleet Street 1555.)
MANCHESTER: NORTH'S FOOD FAIR – 31ST GROCERS' EXHIBITION – April 12-29.
† At Bell Vue. Apply, Grocers and Allied Trade Exhibition, 391-393 Corn Exchange, Manchester, 4.

British Women's Fashions Display in Holland

THE BRITISH ready-made fashions industry will have the largest foreign display at Holland's Women's Wear Exhibition (DACOVA), opening in Amsterdam on Monday. The display has been organized by the Board of Trade in collaboration with the Apparel and Fashion Industry's Association. It will be the first official British display of its kind to be held in Europe. Twenty-two member-firms of the Association will be showing a wide selection of their 1963 Spring collections, including day, cocktail and evening dresses, bridalwear, skirts, separates, blouses, coats and costumes. The display will cover about 6,000 square feet. The Association will staff an information inquiry point.

The exhibition closes on Thursday, November 8.

Britain exported £852,372 worth of women's clothing to Holland in 1961, of which a large proportion came from the fashion outerwear industry.

Three Million Visit British Pavilion at Seattle World Fair

With over 3,000,000 visitors the British Pavilion at the Seattle Worlds Fair has been a triumphant success. Attendance figures show that it was one of the Fair's great attractions and received more visitors than any other foreign exhibit. The Fair, which closed at midnight on October 21, was seen by 9,635,067 people, many of whom visited the site at least twice.

Part of the British Pavilion – the exterior facade and some of the interior structure – is being donated to Seattle Authorities to form part of a Civic Museum designed to be a permanent reminder of the event. Britain has also agreed to give Seattle certain replicas of the achievements of Michael Faraday. These were on show in the American Science Pavilion and will shortly be on view in the Seattle Science Centre.

Thinking about new markets?

Think about AUSTRALIA

LET US HELP WITH YOUR THINKING. Our Information Department is maintained to answer promptly any enquiries, and also to distribute the Bank's own publications, specially prepared to meet the needs of Businessmen, Investors, Travellers and Intending Settlers alike. All freely available.

These include:

"Monthly Summary of Australian Conditions"
"Australia—A Guide for New Companies"
"Australia—A Guide for Newcomers"
"Concerning Your Investments"

Please write, call or telephone

The National Bank of Australasia Ltd

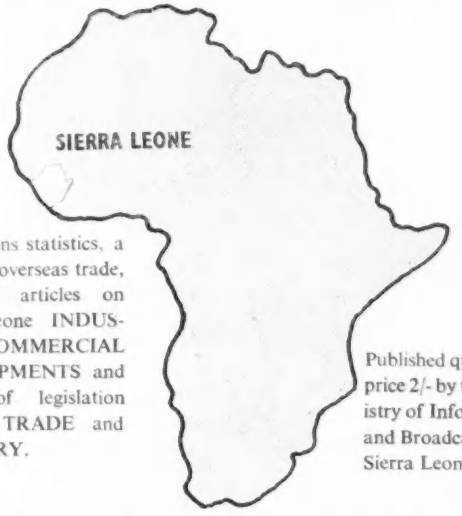
Incorporated in the Commonwealth of Australia

Chief London Office: 6-8 Tokenhouse Yard, EC2
Telephone: MONarch 8070

Head Office: 271-285 Collins Street, Melbourne

OVER 900 OFFICES · ASSETS EXCEED £368,000,000

Sierra Leone Trade Journal

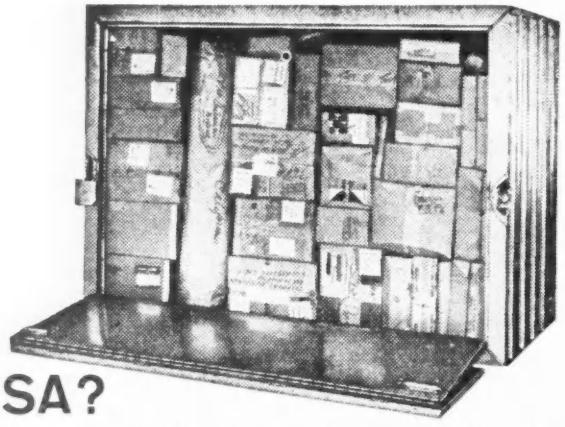


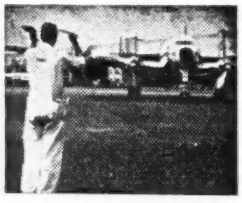
. . . contains statistics, a survey of overseas trade, illustrated articles on Sierra Leone INDUSTRIES, COMMERCIAL DEVELOPMENTS and details of legislation affecting TRADE and INDUSTRY.

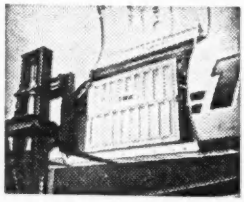
Published quarterly, price 2/- by the Ministry of Information and Broadcasting in Sierra Leone.

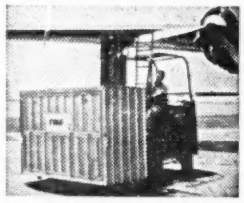
Subscription: Crown Agents for Overseas Government and Administration, 4 Millbank, London, S.W.1., or Mr. A. J. E. Davis, the Crown Agents Representative, 3100 Massachusetts Avenue, N.W. Washington.

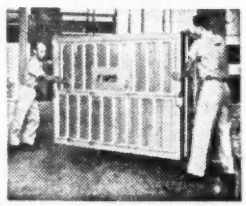
Advertising: details and specimen copies from Africa & Overseas Press Agency Ltd., 13 New Bridge Street, London, E.C.4.











USA? Ship TWA Jetstream Pak

Now you can ship great volumes of your product (up to 3,000 pounds) without costly weight of heavy packing. And that's not all. Look at everything else you get with TWA Jetstream Pak! • Stays with TWA to and across the U.S.A. • Fastest ground-handling in the business! TWA eliminates the need for unpacking and repacking between flights from the U.K. and flights in the United States. • You pack the container and seal it. • Greatly facilitates customs clearance. • It's loss-proof, weather-proof, pilfer-proof. • On wheels, one man can roll it. • Pieces leave and arrive together (this side up, too!). • Expedites loading and delivery.

TWA Jetstream Cargo Express and the Jetstream Pak deliver your goods where the business is . . . fast. Ship TWA!

Only TWA serves 15 major markets in Europe, Africa and Asia and 70 business centres in the USA

USA-Europe
Africa-Asia
depend on TWA

AIR FREIGHT

Overseas Trade Section

Trade and Financial Arrangements

Japan and the Federal Republic of Germany

A ROUND of trade negotiations between Japan and the Federal Republic of Germany took place recently in Tokyo and concluded on September 15 with the signature of a protocol.

Under the protocol, the West German Government have confirmed their intention to liberalize imports of prismatic field glasses and nine textile items by January 1, 1963, and to liberalize sewing machines, metal toys, lighters, five items of pottery and a further ten textile items by January 1, 1965.

As regards goods for which no date for liberalization has been fixed, the West German Government has agreed that quotas for cotton textiles will increase by 10 per cent annually over the next five years, that quotas for other textiles and for pottery in 1963 would be increased by 10 per cent. as compared with 1962, and that quotas for unprocessed man-made fibre fabrics and tableware for 1963 would be the same as the quotas for 1962.

'Hints to Business Men'

REVISED editions of the booklets on Ceylon, France, Indonesia and the Malagasy Republic (and Reunion) have been published in the series of 'Hints to Business Men'.

British business men who intend visiting those countries on export business can obtain copies of the booklets on application to the Directories and Notices Section, Board of Trade, Room 0348, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2928).

The Postal Packets (Customs and Excise) Regulations 1962

THE TREASURY have made the Postal Packets (Customs and Excise) Regulations 1962. These Regulations consolidate, with some amendments, the law hitherto contained in the numerous Warrants (listed in the Schedule), which they revoke. They set out the Customs rules relating to incoming and outgoing postal packets and to goods contained in them.

The principal changes are:

1. Modifications of and exceptions to a number of the Customs enactments, which are needed in order to make them applicable to goods contained in incoming and outgoing postal packets, are now set out in detail.
2. The requirements as to the completion, by the sender abroad, of green label and full Customs declarations for small packets, for letter packets, and for printed packets containing dutiable goods are modified; when any of these packets are sent by way of trade, the full Customs declaration, and not merely the summary form of declaration on the green label, must in future be completed.
3. Postal packets (other than parcels) coming in from the Channel Islands, which are not permitted to contain dutiable goods and which could hitherto be opened for Customs examination only after the addressee had been given the opportunity of witnessing the examination, may now be so opened without reference to the addressee, in the same way as other incoming postal packets.
4. The liability to forfeiture of any packet which is falsely labelled or declared, or is otherwise the subject of any material breach of the Regulations, which has hitherto rested on the attraction to such packets of the forfeiture provisions of the general customs law, is now explicitly set out in the Regulations.

The Order came into operation on November 1, 1962, and has been published as Statutory Instruments 1962, No. 2279.

EXPORT DRIVE

For trade with the East consult

THE CHARTERED BANK

(Incorporated by Royal Charter, 1853)

The Bank, its subsidiaries and associates are the largest British banking group in the East, having over 200 branches in twenty-seven territories as shown in the map above.

THE CHARTERED BANK
Head Office: 38 Bishopsgate, London, E.C.2.
Manchester Office: 52 Mosley Street, Manchester, 2.
Liverpool Office: 28 Derby House, Exchange Buildings, Liverpool, 2.

THE EASTERN BANK LIMITED
Head Office: 2 & 3 Crosby Square, London, E.C.3.

ASSOCIATED BANKS: ALLAHABAD BANK LTD. (INCORPORATED IN INDIA) · THE IRANO BRITISH BANK (INCORPORATED IN IRAN)

Information for United Kingdom Exporters

BRIEF DETAILS are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the *Export Service Bulletin*.

The *Bulletin*, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room E.09, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 420), (Telex 25977). Copies of particular *Bulletins* containing further details of the items referred to below can be obtained from the same address on prepayment of the sum of 2s. per copy.

Calls for Tender

*Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Inquiries by telephone: City 5757, Ext. 406 and 404). Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated. Tender documents are available for loan in those cases marked with an asterisk *.*

ARGENTINA

Minerals for Yacimientos Mineros Agua de Dionisio. (Advance Information.) Closing date not known. E.S.B. 33215/62.

Railway Equipment for State Railways. (Advance Information.) Closing date not known. E.S.B. 33267/62.

AUSTRALIA

Water Scheme for South Australian Government. (Advance Information.) Closing date not known. E.S.B. 32828/62.

Cable for Brisbane City Council. November 16. E.S.B. 33277/62.*

Railway Wagons for Queensland Government Railways. (Further Information.) Tender documents now available. E.S.B. 32079/62.*

Announcing Equipment for Postmaster General's Department. December 13. E.S.B. 32829/62.*

Pumps and Accessories for Snowy Mountains Hydro-Electric Authority. January 8, 1963. E.S.B. 33203/62.*

State Electricity Commission of Victoria:

Switches. November 26. E.S.B. 33205/62.*

Hot Water Boiler; Fuel Handling Plant and Building. December 17. E.S.B. 33204/62.*

Commonwealth Stores Supply and Tender Board:

Centre Lathes. (Further Information.) E.S.B. 31709/62.

Diamond Pyramid Hardness Testing Machines. (Further Information.) E.S.B. 31711/62.

Rulers. November 27. E.S.B. 32831/62.*

Lathe. November 20. E.S.B. 32830/62.

BURMA

Railway Engines for Union of Burma Railway Board. (Further Information.) December 17. E.S.B. 28761/62.*

Civil Stores Committee:

Phosphor Bronze and Copper Rod: November 19. E.S.B. 32822/62.*

Bolts, Nuts, Rivets and Screws. November 19. E.S.B. 32823/62.*

Brushes. November 19. E.S.B. 32824/62.*

Steel Tubing. November 15. E.S.B. 32818/62.*

Hand Tools. November 15. E.S.B. 32819/62.*

Mild Steel. November 15. E.S.B. 32820/62.*

Pick Axes. November 15. E.S.B. 32821/62.*

Iron Pipes. November 19. E.S.B. 32816/62.*

Mild Steel Plates, Flats, Channels and Angles. November 15. E.S.B. 32817/62.*

CEYLON

Erection of Transformer Sub-Station for Government of Ceylon. (Further Information.) Tender documents now received. E.S.B. 30285/62.*

Cement for Gal Oya Development Board. November 20. E.S.B. 33214/62.

Concrete Mixer for Ministry of Labour and Nationalised Services. December 5. E.S.B. 33212/62.*

Pharmaceutical for Ministry of Health. January 18, 1963. E.S.B. 32171/62.*

Ministry of Agriculture, Land Irrigation and Power:

Cable. (Further Information.) Tender documents now available. E.S.B. 30997/62.*

Fans. (Further Information.) Tenders documents now available. E.S.B. 30996/62.*

Power Stations (Construction and Equipment). January 15, 1963. E.S.B. 32658/62.

COLOMBIA

Telephone Network for Municipality of Cali. December 7. E.S.B. 33264/62.

EGYPT

Pumping Station; Transformer Stations for Egyptian Desert Development Organization. (Further Information.) Closing date postponed to December 30. E.S.B. 30957/62.

Laboratory Equipment (Soil Mechanics) for Ministry of Public Works. November 22. E.S.B. 32656/62.

Pressure Gauges for Egyptian Railways. December 1. E.S.B. 32658/62.

Dairy Plant Machinery for the Ministry of Local Administration. November 15. E.S.B. 32659/62.

EL SALVADOR

La Proveeduria General de la Republica:

Steelwire Staples; Hole Punches. November 13. E.S.B. 33245/62.

Duplicating Ink. November 13. E.S.B. 33244/62.

Office Implements. November 13. E.S.B. 33243/62.

ETHIOPIA

Plastic Working Machinery for Tegry Plastic Industrial and Development Corp. Closing date not known. E.S.B. 32878/62/D.L.F.

FORMOSA

China Development Corporation:

Paper Manufacturing Machinery and Equipment. November 16. E.S.B. 33301/62/D.L.F.

Bottling and Canning Plant. November 16. E.S.B. 33300/62/D.L.F.

Central Trust of China:

Bottle Labelling Machine. (Further Information). Closing date now November 13. E.S.B. 17312/62.*

Transformers. November 14. E.S.B. 32859/62.*

Water Meter. November 26. E.S.B. 32663/62.*

FRANCE

Office Supplies: Paper, for Council of Europe. December 1. E.S.B. 32846/62.*

Supreme Headquarters Allied Power Europe:

Linoleum. November 23. E.S.B. 32666/62.*

Toilet Paper: Hand Towels (Paper). November 15. E.S.B. 32664/62.*

GREECE

Packing Material for Directorate General of Procurements. (Further Information.) November 16. E.S.B. 4280/62.

Bee-Comb Foundation for Agricultural Bank of Greece. November 22. E.S.B. 32810/62.*

Switch Points and Rails for Hellenic State Railways. November 16. E.S.B. 33283/62.*

Cranes for Piraeus Port Organisation. November 22. E.S.B. 32649/62.*

Ministry of Trade:

Paper for Stamps. November 20. E.S.B. 32645/62.*

Packing Material. November 19. E.S.B. 32651/62.*

Trailers. November 16. E.S.B. 32652/62.*

Motor Bicycles. November 15. E.S.B. 32653/62.*

Vehicles. November 12. E.S.B. 32654/62.*

Laboratory Apparatus. November 26. E.S.B. 33206/62.*

(*Continued on page* 911)

PACKING? FORWARDING? INSURANCE? TRAVEL? SHIPPING? CUSTOMS CLEARANCES? AIR FREIGHT?

CONSULT AND RELY UPON W. Wingate & Johnston Ltd.

ESTABLISHED 1815

LONDON	39/45 Finsbury Square, E.C.2	LEEDS	54 Merrion Street
..	(Airport) Queens Building	LIVERPOOL	Orleans House, Edmund Street
..	201/205 Long Lane	NEWCASTLE	65 Quayside
..	6 Burrel Street	LEICESTER	15 Rutland Street
..	61 Ewer Street	GLASGOW	200 St. Vincent Street
MANCHESTER	Corn Exchange Buildings, Cathedral Street	PARIS	8 Rue d'Enghien
..	(Airport) Building No. 55	TORONTO	217 Bay Street
SOUTHAMPTON	18 Canute Road	NEW YORK	11 Broadway
		MONTREAL	300 St. Sacrement

Associated with WINGATE & JOHNSTON (TRAVEL) LTD., 34 Bruton St., LONDON, W.1

FOR DEPENDABILITY

CONNECTING WITH A NETWORK OF RELIABLE AGENTS OVERSEAS

"Yes, speaking . . . Can I what? Calcutta, Tomorrow? . . . Right!"

A few seconds' talk on the 'phone and you find you've got just two hours to catch the Calcutta flight. Can do? Must do! No time to change your clothes. No need to—you're used to emergencies like this. Your suit's an Airey & Wheeler lightweight. Airey & Wheeler lightweight right weight for where sun's hot, because cloth specially devised for torrid climes. Right weight for anywhere if you like feeling free, unhampered by shoulder-load of conventional suit. Required wear for tropics — desired wear everywhere! Seasoned traveller, too. Holds shape resolutely, casts off wrinkles impassively. End of heavy day in it leaves you cool, imperturbably unruffled.

Right! . . . Passport, toothbrush, shaving kit, Airey & Wheeler lightweight — that's the lot . . . Taxi! Airport, please — and step on it!

Two-piece business suit by STEEGAN, impeccably tailored in crease-resisting 'Garnelene' (55% Terylene 45% Worsted). 3-button style. In almost everyone's size. **£19.19.0**

Other tropical lightweight suits from **£16.0.0**

TROPICALITIES is a booklet all about lightweights. Send for your copy — free. Cloth samples come with it. Suits to measure in tropical, light or heavy weight cloths from both shops.

THE CENTRE FOR LIGHTWEIGHT AND TROPICAL CLOTHES

AIREY & WHEELER

TAILORS & SPECIALISTS IN TROPICAL WEAR

EST. 1983

"Tropiccadilly", 44, Piccadilly, London, W.1. REGent 8616-7 | 129, Regent Street, London, W.1 REGent 1008.

Freight flies V.I.P.

Entrust your freight to freight experts. American Express will save you time and trouble. They deliver your freight on time, on place . . . at the lowest possible cost.

AMERICAN EXPRESS

WORLD-WIDE WORLD-WISE

World-wide network of offices including
London Airport: 81 Bath Road, Harlington. SKY 1428/9
London: 9 Orange Street, London, W.C.2. WHI 4411
Liverpool: India Buildings, Water Street. CEN 6331
Southampton: Havelock Chambers, Queen's Terrace. Southampton 20306/7
Glasgow: 115 Hope Street. CEN 4366/7
Birmingham: 25/27 Smallbrook. MID 8751

DO YOUR EUROPEAN QUOTATIONS BRING SALES ?

DO YOU KNOW HOW MUCH IT COSTS YOU TO LAND YOUR PRODUCTS IN EUROPE ?

ARE YOU COMPETITIVE ?

★

F.O.B. and C.I.F. prices leave half the problem unsolved and price comparison in the hands of someone else.

★

You need no reminder of the problems – just let us help you solve them.

★

★ We give our subscribers a unique Service.

★ We give them the facts and figures required.

★ We operate an up-to-the-minute directory and also a continuous information and enquiry service by telephone, telex and letter.

★ Tariffs and taxes are our business.

★ We cover Europe.

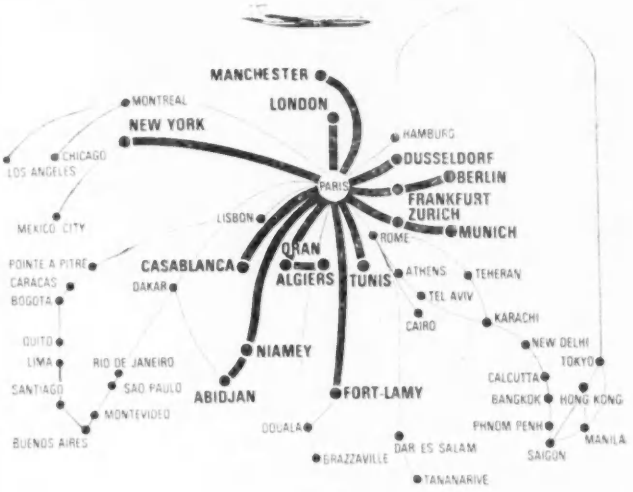
THE EUROTARIFF SERVICE

Canberra House, 85/87 Jermyn Street, London, S.W.1

Tel. WHI 1070 Telex 24555

AIR FRANCE ships your

air FREIGHT



special freighter services

long distance Jet network

For details of rates and reservations call your freight agents or LONDON FREIGHT OFFICE, 158 New Bond Street, LONDON, W.1, Telephone: Grosvenor 9030 (35 lines)—LONDON AIRPORT FREIGHT OFFICE, Export-Telephone: Skyport 4321 ext. 5348. Import-Telephone: Skyport 4321 ext. 5529—BIRMINGHAM, City Air Terminal, Civic Centre, Telephone: Midland 5891/3–MANCHESTER, Royal Exchange, Cross Street, 2, Telephone: Deansgate 7831/5—LIVERPOOL, for information, Telephone: Central 3119—LEEDS, for information, Telephone 20717–EDINBURGH, ABERDEEN and DUNDEE, for information, Telephone: Freefone 804—GLASGOW, 31 Renfield Street, C.2, Telephone: Central 8054/6—PARIS, 30 Faubourg Poissonniere, Telephone: TAltbout 46-00.

AIR FRANCE

THE WORLD'S LARGEST AIRLINE

227 DESTINATIONS

Information for U.K. Exporters *(Continued)*

Asbestos Sheets and Cloth. November 22. E.S.B. 32655/62.*
Radio Beacon (Further Information.) Closing date postponed to November 12. E.S.B. 30861/62.
Pneumatic Lifting Gear for Aircraft. (Further Information.) Closing date now November 20. E.S.B. 32097/62.
Laboratory Equipment. December 10. E.S.B. 33279/62.*
Fumigation Chambers; Tractors. November 23. E.S.B. 33281/62.*
Agricultural Laboratory Equipment December 14. E.S.B. 33282/62.*
Printing Press. (Further Information.) Closing date is now November 12. E.S.B. 19061/62.
Laboratory Instruments and Apparatus. (Further Information.) November 16. E.S.B. 9569/62.

HONG KONG

Hospital Equipment for Colonial Secretariat. November 23. E.S.B. 33249/62.*

INDIA

Crushing and Grinding Plant (Mine Ore) for Jaduguda Uranium Mill Project. (Further Information.) Tender documents have now been received. E.S.B. 32054/62.*
Wire Ropes for Madras Port Trust. November 16. E.S.B. 33236/62.*

Punjab State Electricity Board:
Cranes. January 14, 1963. E.S.B. 33225/62.
Transformers. December 27. E.S.B. 33302/62.
Steel Travelling Farmwork for Kerala State Electricity Board. (Further Information.) Closing date postponed to November 21. E.S.B. 29197/62.*
Construction of Piers; Road Bridge Spillway Gates and Hoists for Yeldari Dam, Purna Project, Maharashtra State. (Further Information.) Closing date postponed to November 21. E.S.B. 26850/62.*
Lubricating Oils for All India State Transport Undertakings. November 17. E.S.B. 32817/62.
Excavator; Tractors for Delhi Electric Supply Undertaking. November 20. E.S.B. 33303/62.

Bihar State Electricity Board:
Mobile Unit Sub-Stations. December 6. E.S.B. 33228/62.
Consultant Services for Civil Engineering Work. (Further Information.) Closing date now November 15. E.S.B. 30292/62.*

Madras State Electricity Board:
Hydro Electric Scheme. Closing date now November 28. E.S.B. 30944/62.
Insulators; Strain Sets. December 5. E.S.B. 32806/62.*

Fertilizer Corporation of India Ltd.:
Aluminium Conduits and Fittings. November 23. E.S.B. 32808/62.*

Hindustan Steels, Ltd.:
Alloy Steels Plant. (Further Information). December 5. E.S.B. 20083/62.
Dozer Tractor; Mobile Cranes. December 17. E.S.B. 32875/62.

Damodar Valley Corporation:
Feed Water Heaters. January 8, 1963. E.S.B. 33269/62.*
Deaerating Heater. January 7, 1963. E.S.B. 33268/62.*

Directorate General of Supplies and Disposals:
Grinding Machines. November 14. E.S.B. 32814/62.*
Hob Grinding Machine. November 13. E.S.B. 32832/62.*
Co-axial Cable. November 23. E.S.B. 33311/62/D.L.F.

The National Small Industries Corp. Ltd.
Miscellaneous Machinery. November 12. E.S.B. 33295/62/D.L.F.
Mixing Machine; Blending Machine. November 18. E.S.B. 33296/62/D.L.F.
Cylinder Boring Machine; Honing Machine. November 20. E.S.B. 33297/62/D.L.F.
Machine Tools. November 20. 33298/62/D.L.F.
Saw Mill Machinery. November 25. E.S.B. 33299/62/D.L.F.

IRAN

Telephone Switchboard for Imperial Iranian Army. November 13. E.S.B. 32673/62.*
Paper for Iranian Textile Corporation. November 17. E.S.B. 32680/62.

Iranian Tobacco Monopoly:
Conveyor Belt; Reinforced Glass; Wire. December 4. E.S.B. 32809/62.*
Fork Lift Trucks. December 8. E.S.B. 33314/62.*

Iranian State Railways:
G.I. and Black Iron Sheets. November 26. E.S.B. 32677/62.*
Cast Iron Ingots. November 15. E.S.B. 32678/62.

Iranian Chemical and Food Stuffs Corporation:
Tensile Industrial Earth. November 25. E.S.B. 32681/62.
Tallow. November 26. E.S.B. 32683/62.

IRAQ

Endrin and Metasystox for Directorate General of State Farms. (Fuller Information.) E.S.B. 31860/62.*
Curtains for Ministry of Works and Housing. December 10. E.S.B. 32805/62.

Government Oil Refineries Administration:
Second-Hand Drums. (Further Information.) Tender documents now available. E.S.B. 31878/62.*
Pipes and Fittings; Constructional Material. November 24. E.S.B. 33331/62.
Steel Bedsteads. (Further Information.) Tender documents now available. E.S.B. 31879/62.*
Pour Point Depressant. December 1. E.S.B. 33324/62.
Hydrated Lime. (Further Information.) Tender documents now available. E.S.B. 31883/62.*

Central Foreign Purchasing Board:
Broadcasting Mobile Unit. January 15, 1963. E.S.B. 33328/62.
Cellulose Wadding. December 2. E.S.B. 33327/62.
Veterinary Instruments. December 9. E.S.B. 32863/62.*
Pesticides. (Further Information.) E.S.B. 31885/62.*
Cables and Line Fixing Material. December 16. E.S.B. 33326/62.
Chemicals and Pharmaceuticals. December 12. E.S.B. 32697/62.*

Ministry of Defence:
Vehicle Spares. November 28. E.S.B. 32694/62.
Water Pumps. November 21. E.S.B. 32803/62.
Electrical Equipment. (Further Information.) Tender documents now available for loan. E.S.B. 32696/62.*
Water Pumps. (Further Information.) Tender documents now available for loan. E.S.B. 32803/62.*
Vehicle Spares. (Further Information.) Tender documents now available. E.S.B. 36294/62.*
Vehicle Spares. December 5. E.S.B. 32695/62.*
Musical Instruments. November 14. E.S.B. 32672/62.
Camouflage Nets. November 19. E.S.B. 32691/62.*
Electrical Equipment. November 21. E.S.B. 32696/62.
Vehicle Spares. December 10. E.S.B. 32461/62.*
Crockery. November 19. E.S.B. 32804/62.*
Lawn Mowers. November 21. E.S.B. 32693/62.*

KENYA

Uniform Materials for City Council of Nairobi. December 5. E.S.B. 32663/62.*

KOREA

Trucks; Cable Pressurization Device for Office of Supply. November 23. E.S.B. 33270/62.*

KUWAIT

Industrial Chemicals for Kuwait Oil Company Ltd. November 16. E.S.B. 32845/62.*

MALAYA

Pressure Filter for State Engineer. (Further Information.) Closing date postponed to November 29. E.S.B. 31812/62.

NEW ZEALAND

Pencils and Lead Refills for General Post Office. December 4. E.S.B. 33258/62.*

Ministry of Works:
Curtain Material. December 22. E.S.B. 33271/62.*
Moleskin Brown Printed. November 20. E.S.B. 32899/62.*

NORWAY

Office Furniture for Allied Forces Northern Europe. November 19. E.S.B. 32437/62.*

PAKISTAN

Air Compressor for Director of Industries, Lahore. November 12. E.S.B. 33292/62.

Eastern Railway:
Connectors. December 10. E.S.B. 33290/62.*
Chemicals. November 19. E.S.B. 33289/62.*
Sugar Mill Plant for East Pakistan Industrial and Development Corporation, Dacca. December 5. E.S.B. 32855/62.*
Dairy Plant for West Pakistan Co-operative Development Board, Lahore. Closing date not known. E.S.B. 32894/62.

Pakistan Telegraph and Telephone Directorate General:
Condensers and Protectors. (Further Information.) Tender documents now available. E.S.B. 32250/62.*
Cadmium Copper Wire. November 14. E.S.B. 33272/62.*
Telephone Switchboard Equipment. (Further Information.) Tender documents now available for loan. E.S.B. 31379/62.*

Directorate of Supply:
Tractor with Winch. November 12. E.S.B. 32840/62.*
Diesel Engine. November 13. E.S.B. 32841/62.*
Operation Lamp. November 12. E.S.B. 32859/62.*
Bitumen. November 12. E.S.B. 32842/62.*
Keyboard Paper Spools. (Further Information.) Closing date now November 13. E.S.B. 30299/62.
Crawler Tractor. November 19. E.S.B. 32857/62.*
Intensifier; X-Ray Generator. November 12. E.S.B. 33233/62.*
Tar Boilers. November 19. E.S.B. 33229/62.*
Tractors. November 21. E.S.B. 33230/62.*
Surgical Equipment. November 19. E.S.B. 33231/62.*
Projectors and Ancillary Equipment. November 12. E.S.B. 33232/62.*
Scrapers. November 12. E.S.B. 32837/62.*
Fire Hydrant. November 13. E.S.B. 32838/62.*
Bitumen. November 13. E.S.B. 32843/62.*
Crane. November 19. E.S.B. 32834/62.*
Towing Vehicle. November 19. E.S.B. 32835/62.*
Motor Grader. November 15. E.S.B. 32836/62.*

PERU

Conductors for Lima Light and Power Co. November 30. E.S.B. 33329/62.

PORTUGUESE EAST AFRICA

Equipment for Dehumidifying Stations for Provincial Settlement Group. November 13. E.S.B. 33309/62.
Wire Cable for Ports, Railways and Transport Department. November 23. E.S.B. 33306/62.

PORTUGUESE WEST AFRICA

Aircraft Parts and Accessories for Angolan Airlines. December 3. Conditions in Portuguese and list of parts in English available. E.S.B. 33286/62.*

Water and Electricity Services:
Alumina Sulphate. November 30. E.S.B. 33304/62.
Truck. November 23. E.S.B. 33285/62.

RHODESIA & NYASALAND

Woodwork and Metalwork Equipment for Secretariate for Education. November 16. E.S.B. 32892/62.*
Laundry Machine Clothing for Ministry of Health. November 16. E.S.B. 32896/62.*

SINGAPORE

Cable for Singapore City Council, Electricity Department. (Further Information.) Tender specifications now available. E.S.B. 32633/62.*

(Continued on next page)

Information for U.K. Exporters (*Continued*)

SOUTH AFRICA

Commutators for South African Railways. (Further Information.) Closing date now November 16. E.S.B. 30975/62.
Motor Water Sprink'er for Transvaal Provincial Tender Board. November 23. E.S.B. 33275/62.*

State Tender Board, Pretoria:
Steel Pipes. Not known. E.S.B. 32890/62.
Towels. November 12. E.S.B. 33273/62.*
Textiles and Haberdashery. November 12. E.S.B. 33274/62.*

The Natal Provincial Tender Advisory Board:
Haberdashery and Wools. November 14. E.S.B. 33247/62.*
Power Shovels. November 21. E.S.B. 33252/62.*
Hydraulic Presses. November 21. E.S.B. 33253/62.*
Scrapers. November 21. E.S.B. 33254/62.*
Sawdust Extraction Plant. November 21. E.S.B. 33255/62.*

Cape Provincial Administration:
Haberdashery. November 23. E.S.B. 32849/62.*
Hand Tools. November 16. E.S.B. 32850/62.*
Medical Supplies. November 16. E.S.B. 32852/62.*
Cane. November 23. E.S.B. 32851/62.*
Laboratory Equipment. November 20. E.S.B. 32854/62.*
Cardboard and Board. November 23. E.S.B. 32855/62.*
Cloths. November 20. E.S.B. 32853/62.*

SPAIN

Shovels and Cranes for The Ministry of Public Works. (Advance Information.) Closing date not known yet. E.S.B. 33250/62.

SUDAN

Steel Structures for Sheds for The Agricultural Bank of Sudan. November 14. E.S.B. 32880/62.*

SYRIA

Locomotives for Syrian Railways. January 15. E.S.B. 33308/62.

THAILAND

Anchor Track Brace for State Railways. November 12. E.S.B. 32882/62.*
Fire Fighting Equipment for The Airfield Construction Dept., Donhuang. November 12. E.S.B. 32887/62.*
Khaki Twill for The Quartermaster General's Department. November 19. E.S.B. 32888/62.

The Metropolitan Electricity Authority:
Copper Cable; Aluminium Conductor. November 28. E.S.B. 32893/62/D.L.F.
Wire. November 21. E.S.B. 32892/62/D.L.F.

TUNISIA

La Societé Tunisienne de l'Electricité et du Gaz:
Cable. November 15. Tender documents (in French) available. E.S.B. 32897/62.*
Glass Insulators. November 15. E.S.B. 33246/62.*

TURKEY

Aluminium Alloy for State Railways Administration. November 12. E.S.B. 32689/62.

Deviet Su Isleri:
Rock and Pilot Bits. November 19. E.S.B. 32698/62.*
Topographic and Surveying Equipment. November 15. E.S.B. 32690/62.*

UNITED STATES OF AMERICA

Auto Transformer for Department of the Interior, Colorado. November 15. E.S.B. 33276/62.*

URUGUAY

Supergas Plant for Administracion Nacional de Combustibles Alcohol y Portland. (Further Information.) Closing date now November 13. E.S.B. 27904/62.

Agency and Export Opportunities, Market Surveys, Etc.

Further details of the items referred to below are contained in recent issues of the Export Service Bulletin, or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Hillgate House 35 Old Bailey, London, E.C.4. (inquiries by telephone City 5757, Ext. 427), on prepayment of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

Australia
Agency inquiry for vacuum cleaners. (E.S.B. 32724/62.)
Water main project. (E.S.B. 32772/62.)
Inquiry for plastics laths for baths. (E.S.B. 32472/62.)
Inquiry for boilers. (E.S.B. 30540/62.)
Market report on laundry and dry cleaning machinery. (E.S.B. 28447/62.)

Bahrain
Inquiry for air-conditioners. (E.S.B. 32596/62.)

Barbados
Agency inquiry for building materials; steel; ironmongery and hardware; prefabricated buildings; electrical fittings and equipment; furniture. (E.S.B. 32505/62.)

Brazil
Agency inquiry for aircraft landing aids; electronic meteorological equipment; radar. (E.S.B. 32705/62.)
Economic report—July-September 1962. (C.R.E. 3417/62.)

Burma
Agency inquiry for educational toys. (E.S.B. 32755/62.)
Agency inquiry for chemicals; powders; oils. (E.S.B. 32350/62.)

Cambodia
Agency inquiry for builders' hardware. (E.S.B. 31909/62.)

Canada
Agency inquiry for pneumatic steel strapping machines. (E.S.B. 32773/62.)
Inquiry for sun glasses and lenses. (E.S.B. 32549/62.)
Inquiry for materials handling equipment. (E.S.B. 32926/62.)
Inquiry for cutlery; toys; novelty items; kitchen gadgets; housewares. (E.S.B. 29096/62.)
Inquiry for pocket knives. (E.S.B. 32435/62.)

Chile
Economic report, July-September 1962. (C.R.E. 1133/62.)

China
Economic report, August 1962. (E.S.B. 492/62.)

Egypt
Inquiry for duplicating machines. (E.S.B. 33179/62.)

Finland
Agency inquiry for polyethylene and polythene for packaging (further information). (E.S.B. 31972/62.)
Inquiry for P.V.C. sheeting. (E.S.B. 31665/62.)

France
Agency inquiry for printing ink, wrapping paper. (E.S.B. 32595/62.)
Agency inquiry for plastics floor coverings. (E.S.B. 32586/62.)
Agency inquiry for plastics swimming pools, horticultural plastics products. (E.S.B. 32485/62.)

Germany (Federal Republic of)
Agency inquiry for household goods; giftware. (E.S.B. 32492/62.)
Agency inquiry for household goods. (E.S.B. 32354/62.)
Agency inquiry for yarns. (E.S.B. 33019/62.)
Agency inquiry for textiles. (E.S.B. 31609/62.)
Agency inquiry for knitwear. (E.S.B. 32708/62.)
Agency inquiry for plastics toys; constructional kits. (E.S.B. 28252/62.)
Inquiry for equipment for self-service stores; automatic vending machines. (E.S.B. 32941/62.)
Inquiry for rubber piping for pneumatic tools. (E.S.B. 32906/62.)
Inquiry for iron, copper and bronze dust. (E.S.B. 32501/62.)
Inquiry for vehicle components. (E.S.B. 33022/62.)
Economic report, October 15-21, 1962. (C.R.E. 1479/G.)
Economic report, April-June 1962. (C.R.E. 8323/62.)

Guinea
Economic report for 1961. (C.R.E. 4365/60.)

Honduras (British)
Inquiry for machinery and plant; prefabricated buildings; building materials; electrical equipment; vehicles; aircraft. (E.S.B. 32908/62.)

Honduras (Republic of)
Inquiry for chemicals; pharmaceuticals; ampoules and bottles. (E.S.B. 23553/62.)

Indonesia
Economic report, August 1962. (C.R.E. 2799/62.)

Iran
Agency inquiry for yarns. (E.S.B. 32591/62.)

Israel
Economic report, September 1962. (C.R.E. 5000/G3.)

Italy
Agency inquiry for steel re-inforcing bars. (E.S.B. 32504/62.)
Agency inquiry for surgical materials; anaesthetic apparatus and sundries (further information). (E.S.B. 24286/62.)

Kuwait
Agency inquiry for steam turbines. (E.S.B. 32564/62.)
Agency inquiry for records and tapes; electrical appliances. (E.S.B. 32460/62.)

Panama
Inquiry for vinegar. (E.S.B. 29367/62.)
Inquiry for materials and equipment for cardboard plant. (E.S.B. 32592/62.)

Portugal
Agency inquiry for printing equipment. (E.S.B. 32471/62.)
Economic report, September 1962. (C.R.E. 5765/61.)

Portuguese West Africa
Agency inquiry for gas cookers; water heaters. (E.S.B. 32518/62.)

Qatar
Economic report, July-September 1962. (C.R.E. 4616/G.)

Singapore
Agency inquiry for precision balances. (E.S.B. 32719/62.)

Sudan
Agency inquiry for agricultural machinery; fire fighting equipment. (E.S.B. 32416/62.)

Sweden
Agency inquiry for holiday and camping goods; electrical appliances; photographic and optical instruments. (E.S.B. 32789/62.)
Agency inquiry for castings. (E.S.B. 32436/62.)
Agency inquiry for industrial raw materials. (E.S.B. 32961/62.)
Agency inquiry for building materials; paint raw materials; yarns. (E.S.B. 32036/62.)
Agency inquiry for woollen and worsted piece-goods. (E.S.B. 32945/62.)
Agency inquiry for textiles. (E.S.B. 32363/62.)
Agency inquiry for men's knitwear. (E.S.B. 32390/62.)
Agency inquiry for iron and steel products. (E.S.B. 32431/62.)
Agency inquiry for textiles. (E.S.B. 32366/62.)

Information for U.K. Exporters (*Continued*)

Agency inquiry for motor car components and accessories; machinery and tools. (E.S.B. 32434/62.)
Agency inquiry for knitwear. (E.S.B. 32915/62.)
Agency inquiry for textiles. (E.S.B. 32367/62.)
Agency inquiry for textiles. (E.S.B. 32788/62.)
Agency inquiry for raw materials for paint and plastics industries. (E.S.B. 32972/62.)
Agency inquiry for hosiery; blankets; footwear; haberdashery. (E.S.B. 32750/62.)
Agency inquiry for textiles. (E.S.B. 32969/62.)
Agency inquiry for yarns; textiles. (E.S.B. 32931/62.)
Agency inquiry for yarns. (E.S.B. 32751/62.)
Inquiry for upholstery machinery and tools; stuffing material and accessories. (E.S.B. 32410/62.)
Inquiry for floor washing cloths. (E.S.B. 32378/62.)

The Trucial States (except Abu Dhabi)
Economic report, July-September 1962. (C.R.E. 4664/62.)

Turkey
Inquiry in respect of fish canning factory. (E.S.B. 32747/62.)

United States of America
Inquiry for tobacco (further information.) (E.S.B. 26626/62.)
Inquiry for electronic components. (E.S.B. 21240/62.)
Inquiry for agricultural tools. (E.S.B. 33087/62.)
Manufacture under licence – plastics processing machinery. (E.S.B. 31489/62.)
Manufacture under licence – valves and control equipment. (E.S.B. 32394/62.)

Yugoslavia
Economic report, July-September 1962. (C.R.E. 6002/E.)

Fuel Efficiency Service

The eight Progress Survey of the National Industrial Fuel Efficiency Service, 71 Grosvenor Street, London, W.1, was published on October 2.

Business Managers Guide

'The Right Way to Become a Business Manager' (D. E. Buxton) is a brief guide and reference book on the subject. Copies: Elliot Right Way Books, Kingswood, Surrey. Price 7s. 6d.

FIDUCIA·ET·FIDES

THE BRITISH BANK
OF THE MIDDLE EAST
Incorporated by Royal Charter 1889

HEAD OFFICE: 7 KING WILLIAM STREET, E.C.4
Mansion House 2643 (6 lines)

CAPITAL AND PUBLISHED RESERVES £5,330,584
A member of the Hongkong Bank Group

CHAIRMAN: Sir Dallas Bernard, Bart.
DEPUTY CHAIRMAN: G. C. R. Eley, C.B.E.
GENERAL MANAGER: C. F. Watt, O.B.E.

BRANCHES
ADEN · INDIA · IRAQ · JORDAN · LEBANON · LIBYA · MOROCCO
SAUDI ARABIA · TUNISIA · ABU DHABI · BAHRAIN · DUBAI
KUWAIT · MUSCAT · QATAR · SHARJAH

ASSOCIATED BANK IN IRAN—
THE BANK OF IRAN AND THE MIDDLE EAST
Capital Rials 250,000,000 (£1,200,000)

PENSION PLANNING
IN BELGIUM

•

if

you are in charge of a Belgian subsidiary of a British (American) Company;

you are faced with staff problems;

you are asked to draw up for your Belgian personnel a sound pension and life assurance plan on the lines of your own and original British (American) plan;

you get into difficulties with Social Security Acts, with local rules and conditions of employment, with income tax or any other aspects of the problem;

—to sum up—you come to the conclusion that it is rather perplexing to put your British (American) problem in Belgian terms,

then

call for Pension Planning specialists

call for

LA ROYALE BELGE
S.A.d'Assurances

Group Pension and Life Assurance Dept.,
74, rue Royale,
BRUXELLES 1
Tel: 11.90.90

Tariff, Customs, Import and Other Regulations in Overseas Countries

Registered Trade Mark (rtm) Goods in Overseas Tariff Lists

THE LISTS OF TARIFF, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be prefixed by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

AUSTRALIA

Revision of Customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New By-laws

The undermentioned goods will be admitted under the following tariff items until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
DRUGS, CHEMICALS AND MEDICINES:		
Saw palmetto berries	281 (3) (I)	Free
ELECTRICAL APPLIANCES AND MATERIALS:		
Distributor parts, high tension, of the type ordinarily used with motor vehicle engines, viz.:		
Gear, driven		
Reeds, vibrator, with contacts, for use in vibrators of the types used in radio transmitter or receivers, under security	449 (A) (1)	Free
RECORDS, "amophone, being recordings of sound waves of nominated frequencies, imported by or for use by qualified medical practitioners, under security		

Amended By-laws

The following By-laws have been amended to apply to the goods as shown:

ELECTRICAL APPLIANCES AND MATERIALS:		
Tubes, except:		
Braiding or sleeving, cotton, tubular;		
Ceramic;		
Rubber, hard;		
Wholly or principally of paper coated or impregnated with phenol formaldehyde artificial resins;		
for use for electrical insulating purposes, under security	449 (A) (1)	Free

Cancelled By-laws

The following goods are removed from the provisions of By-law entry and will now be classified under the substantive item indicated:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
NARROW WOVEN FABRICS, including weftless:		
Pile or partly piled, in widths not exceeding twelve inches, for use in the manufacture of weather-seal channels or mouldings, under security	107 (D) (6) (a), (b) or (c)	Various, according to composition.

The following is a further list of goods which were removed from the provisions of By-law entry on June 30, 1962, and which became classifiable under the substantive items indicated:

PITOMETERS, portable test, for testing the co-efficiency of water mains	208 (A) (2)	27½% *ad val.*
PLATES:		
Brass, for football boot spikes	208 (A) (1)	
Stud, for ties (apparel)		
POINTS:	208 (A) (1) or 208 (A) (2)	
Block, for wigs, fringes or similar articles		
Steel, for ties (apparel)		
POTS, pouring, for inserting a uniform amount of rubber in brushes during manufacture	208 (A) (2)	

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
PREVENTS, textile, for parasols, sunshades or umbrellas	122 (A) (2)	20% *ad val.* Primage duty 5% *ad val.*
PSYCHOLOGICAL apparatus, viz.:		
Alexander passalong test;		
Feature profile test;		
Lowenfeld mosaic test;		
Manual dexterity test;	Various	
Picture form board;		
Revised Stanford Binet test, form L and M		
Wing tests of musical ability and appreciation		
PULLEYS (or sheaves) for use in the manufacture of venetian blinds, under security	Various	
PUNCHES, bell, hand operated, incorporating a receptacle which retains for purposes of check the clippings from the tickets issued	208 (A) (2)	27½% *ad val.*
QUILLAYA BARK for use in the manufacture of photographic films, photographic papers or photographic plates, under security	280 (B)	12½% *ad val.*
RAILS:		
Grooved, tramway	154 (A) or 154 (B)	£1 10s. 0d. per ton
Manganese steel, for use as check rails for tramways, under security		
REEDS, sets of, untuned and unvoiced, with or without cavity boxes, for cabinet organs or harmoniums	363 (G) (2)	5% *ad val.*
REFLECTORS, glass, ruby, facetted, for use in the manufacture of cycle reflectors, under security	206 (B)	12½% *ad val.* Primage duty 5% *ad val.*
RINGS:		
Clay, for incandescent mantles	241 (B) (2)	17½% *ad val.*
For ties (apparel)	208 (A) (1) or	27½% *ad val.*
Metal, for buttons	208 (A) (2)	
RIVETS, steel, tubular, for use in attaching shank arch supports in the manufacture of boots, shoes or slippers, under security	182	30% *ad val.* less 3s. 6d. per cwt. or as an alternative to the above composite rates 10% *ad val.*, whichever rate returns the higher duty.
RIVETTING appliances, hand operated, as used in connection with the relining of brakes or clutches	208 (A) (2)	27½% *ad val.*
RUBBER, coloured, imitating seaweed or flower stems	332 (B) (4)	12½% *ad val.*
SALMON, for use in the manufacture of fish paste, under security	51 (F)	5s. 0d. per cwt.
SALTS:		
Galvanizing, for use as a flux in the galvanizing process, under security.		
Tinning, for use as a flux in the tinning process, under security	Various	—
SARDINES for use in the manufacture of fish pastes, under security	51 (F)	5s. 0d. per cwt.

(Continued on next page)

Australia (*Continued*)

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
SCREWS, air washer flange cap, for use in the manufacture of header reapers, under security	182	30% *ad val.* less 3s. 6d. per cwt., or, as an alternative to the above composite rates, 10% *ad val.* whichever rate returns the higher duty.
	or 185 (C)	17½% *ad val.*
SELECTORS, coin, which accept mint coin but reject such coin when bent or worn and reject counterfeit coins or tokens, for use with Australian-made automatic vending machines, under security	208 (A) (2)	27½% *ad val.*
SHAPING apparatus and knives therefor, as used in the production of artificial flowers		
SHEETS:		
Aluminium foil, laminated, bound together by synthetic resin		
Consisting principally of natural rubber and sulphur, for use in the manufacture of electrotypes, under security	332 (B) (4)	12½% *ad val.*
Polyvinyl chloride, foamed or multi-cellular, in sizes exceeding 36 inches in length and width	368 (A) (2) and (A) (3)	Various
SHIMS, wrought iron, as used in connection with the thermit welding of rails for railways or tramways	208 (A) (2)	27½% *ad val.*
SILD for use in the manufacture of fish pastes, under security	51 (F)	5s. 0d. per cwt.
SLIDES for ties (apparel)	106 (E) (1), (2), (3), (4) and (5)	Various, according to the composition of the slide.
SLIPS:		
Band, for ties (apparel)	208 (A) (2)	27½% *ad val.*
Stud, for ties (apparel)		
SODA, caustic, containing not more than 0·06066% chlorine, for use in connection with the production of zinc by the electrolytic process, under security	278 (B) (1)	£2 5s. per ton or 17½% *ad val.* whichever rate returns the higher duty.
SODIUM orthophenylphenate, otherwise classifiable under Tariff Item 269 (B), for use in the manufacture of glue, under security	269 (B)	10% *ad val.* Primage duty 5% *ad val.*
SOLVENTS for use in the removal of pitch tar and colour stains from wool, under security	94 (B)	10% *ad val.* Primage duty 5% *ad val.*
SOUND BOXES, excepting magnetic pickups, for gramophones phonographs or other talking machines	319 (B) (5)	27½% *ad val.*
SPANGLES, gold or silver, for badges	315	27½% *ad val.*
SPLICES, single end, double end or dead end, each end being essentially a steel cylinder with an internal tapered bore into which a two-piece collet with serrated teeth fits, used for joining and holding steel wires in prestressed concrete construction		
SPRINGS, for ties (apparel)	208 (A) (2)	27½% *ad val.*
SPRIGS or needles, metal, holed and grooved, for stock branding forceps		
STANDS, bicycle erecting		
STIRRUPS for ties (apparel)		
STONES:		
Buhr	262 (E) (2)	32½% *ad val.* Primage duty 5% *ad val.*
Esopus		
Glass, also known as jewels, except plate glass stones with bevelled edges for use in the manufacture of glass mosaic work under security	243 (A) or 250 (C) (2)	12½% *ad val.* 5% *ad val.*
STOPPERS, graphite, as used with metal ladles used in connection with the pouring of molten metal		
STRAIGHTENERS, pin, for miniature radio valves	208 (A) (2)	27½% *ad val.*
STRAPS, kerosene tank, for use in the manufacture of header reapers, under security		
STRETCHING and closing appliances as used in the application of rubber sleeves to the bared ends of covered wire connected to electrical terminals	208 (A) (2) or 219 (B)	27½% *ad val.* 27½% *ad val.*
STRIPPERS, wallpaper, using steam as a medium for removing paper from walls	208 (A) (1) or 208 (A) (2)	27½% *ad val.*
STUDS:		
For harness or saddlery		
Steel, for use in the manufacture of machine driving Vee belting consisting of links composed of impregnated textile material, under security	208 (A) (2)	
SWEDGES for parasols, sunshades or umbrellas	116 (E) (4)	20% *ad val.*
SWITCHING devices, pressed steel, portable, for light railways, to provide junction arrangements on existing tracks	208 (A) (2)	27½% *ad val.*
TABLES, levelling, sawmakers'		
TACKS, trunk, brass plated or tinned, oval-headed	187 (C)	4s. 0d. per cwt. or 12½% *ad val.* whichever rate returns the higher duty.
TAPE, RUBBER, approximately ⅞ inch by 0·008 inch or 11/16 inch by 0·008 inch, for use in the manufacture of golf balls, under security	332 (B) (4)	12½% *ad val.*
TAPES OR BRAIDS, for weaving together the wooden laths of shadow blinds, under security	Various	—
TESTING APPARATUS, void determination apparatus for ascertaining density in paving mixtures	Various	—
THREADS:		
Rubber:		
Covered, 75 count or finer, for use in the manufacture of bathing costumes, hosiery or surgical appliances, under security	331 (B) (2) (a)	20% *ad val.* Primage duty 5% *ad val.*
Uncovered square cut, in counts finer than 80 count, for use in the manufacture of covered rubber thread, elastic, elastic corset blanks, elastic corsets or surgical corsets, under security		

Decisions on the Application of Tariff Classifications

THE AUSTRALIAN Department of Customs and Excise have announced the following decisions on the application of the Australian Tariff:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
CHAIRS:		
As described in Item 305 (C) but without legs (at 3/5ths of the specific rate (see Parts Order No. 35 below))	305 (C)	22½% *ad val.*
DRUGS, CHEMICALS AND MEDICINES:		
Sodium:		
Polyphosphate	280 (J) (2) (b)	25% *ad val.*
LOUNGES AND SETTEES:		
As described in Tariff Item 305 (B) but without legs (at 3/5ths of the specific rate (see Parts Order No. 35 below))	305 (B)	22½% *ad val.*
PROPELLERS, imported separately, for petrol driven outboard motors	178 (E)	27½% *ad val.*
THREADS:		
Rubber:		
Note.– For tariff classification purposes the term count in relation to rubber threads refers to the diameter or cross section of the bare rubber thread, and the count number is the number of threads which, laid side by side and unstretched would cover one inch. The subsequent covering of the bare rubber thread with one or more layers of yarn does not affect the count.		
Rubber thread	331 (B) (2) (a)	20% *ad val.* Primage duty 5% *ad val.*

Note: Specific rates are shown in Australian currency: £A125 = £ *Sterling* 100.

Parts Orders

THE REVISED Parts Order No. 1 published in the *Board of Trade Journal* of October 6, 1961 (page 753), is amended as follows:

Parts Order No. 35

1. This Order may be cited as Parts Order No. 35.

2. Subject to paragraph 4, this Order shall take effect from August 30, 1962.

3. The First, Second and Third Columns to the Table to paragraph 5 of Parts Order No. 1 are further amended by cancelling Parts Order No. 33 published in the *Board of Trade Journal* of September 28, 1962 (page 677), and substituting the following:

(*Continued on next page*)

Australia (*Continued*)

First Column (Goods)	Second Column (Proportion)	Third Column (Parts)
Chairs covered by Tariff Item 305 (C)	3·5	Chairs as described in Tariff Item 305 (C) but without legs.
Lounges and settees covered by Tariff Item 305 (B)	3·5	Lounges and settees described in Tariff Item 305 (B) but without legs.

4. This order shall not apply to goods described in the Third Column (above) which were on firm order overseas on or before August 30, 1962, and which were entered for home consumption before December 1, 1962.

Tariff Board Inquiries on Some Syringes and Aluminium Foil

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of:

(1) **Injection or puncture syringes and needles** (Tariff Items 419 (I), 419 (C) (2) and 419 (D) (3) and

(2) **Aluminium foil of a thickness not exceeding 0.20 millimetre** (Tariff Items 139 (E) and 139 (B).

Plastic disposable syringes which are covered by reference (1) are included in this reference as a result of representations made by local manufacturers; the remainder of the reference is of Departmental origin. Reference (2) is a review as suggested by the Tariff Board Report on metal foils dated January 29, 1960.

Details of the Tariff Items which the above-mentioned good are dutiable are given below:

Note: Specific rates are shown in Australian currency:
*£A*125=*£Sterling* 100

Tariff Item	Goods	British Preferential	Most-Favoured-Nation	General
139	ALUMINIUM AND ALLOYS in chief part by weight of aluminium, but not including alloys containing more than 10% by weight of iron or more than 10% by weight of nickel:			
	(B) Wrought bars, rods, angles, shapes, sections, plates, sheet and strip, wire of solid section, tubes and pipes and blanks therefor, hollow bars, but not including goods covered by Item 181 (B):			
	(1) Containing at least 90% pure aluminium, not further manufactured than plated, polished or decorated *ad val.*	20%	35%	35%
	(2) Other, not further manufactured than plated, polished or decorated *ad val.*	25%	35%	35%
	and per lb.	—	3½d.	3½d.
	(E) Foil, whether or not embossed, cut to shape, perforated, coated or printed, or backed with paper or other reinforcing material, of a thickness (excluding any backing) not exceeding 0·15 millimetre *ad val.*	15%	22½%	22½%
419	SURGICAL AND DENTAL AND VETERINARY INSTRUMENTS, appliances and materials (but not including furniture not specifically mentioned in this item), viz.:			
	(C) Instruments and appliances, viz.: Amputating, cupping, dissecting, examining (including dental chairs and examining tables), operating, veterinary, X-ray apparatus and accessories:			
	(2) Provided suitably equivalent goods the produce or manufacture of Australia are not reasonably available, as prescribed by Departmental By-laws *ad val.*	Free	7½%	7½%
	(D) Instruments and appliances:			
	(3) Hypodermic needles *ad val.*	25%	42½%	42½%
	(I) Syringes other than of glass or rubber, viz.:			
	(1) Hypodermic, composed of metal and glass being of capacities up to and including 20 cubic centimetres *ad val.*	15%	32½%	32½%
			Primage duty	
	ad val.	Exempt	10%	10%
	(2) Other *ad val.*	Free	7½%	7½%

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given, to the Australian authorities **not later than November 19, 1962**. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference Nos. (1) C.R.E. 12120/62 and (2) C.R.E. 12121/62.

Import Licensing Relaxations

A NOTICE was published in the *Board of Trade Journal* of October 26, 1962 (page 869) giving preliminary details of Australia's import licensing relaxations.

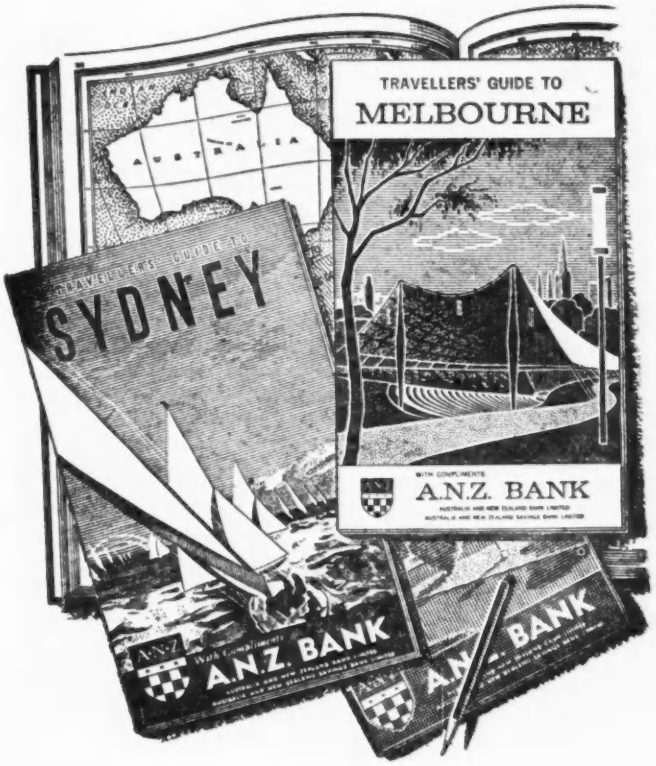
The Australian Department of Trade has now issued a revised copy of the Schedule of Categories of goods remaining subject to import licensing control.

The Schedule is reproduced below and incorporates all amendments made to the former Schedule of Categories (published in the *Board of Trade Journal* of June 22, 1962, pages 1397 and 1398) up to and including October 18, 1962.

Category Item	Short Description	Licensing Treatment
Bank A 39 *See note at foot of Schedule.	Used, secondhand or disposals machinery or equipment, and parts thereof, of the class or kind specified in L.I. 1962/29	ADM.
ex 139 A 1	Aluminium ingots (Grouped with ex 139 A 2 Aluminium alloy ingots.)	ADM.
ex 139 A 1	Balance – other unwrought aluminium	ADM.
ex 139 A 2	Aluminium alloy ingots (Grouped with ex 139 A 1 Aluminium ingots.)	ADM.
ex 139 A 2	Balance – other unwrought aluminium alloys	ADM.
139 A 3	Aluminium and aluminium alloy waste and scrap	ADM.
ex 139 B 1	Aluminium strip and aluminium alloy strip for use in the manufacture of venetian blinds (Grouped with 208 P Aluminium alloy strip – 'S'-shaped and ex 139 B 2 Aluminium alloy strip not included in item 139 B1 for use in the manufacture of venetian blinds.)	A
ex 139 B 1	Aluminium wire of solid section (Grouped with ex 139 B 1 Aluminium bars, rods, angles, etc.)	ADM.
ex 139 B 1	Aluminium alloy wire of solid section (Grouped with ex 139 B 1 Balance – aluminium alloy bars, rods, angles, etc., and ex 139 B 1 Balance – aluminium alloy bars, rods, angles, etc.)	ADM.
ex 139 B 1	Aluminium bars, rods, angles, etc. (Grouped with Aluminium wire of solid section.)	ADM.
ex 139 B 1	Balance – aluminium alloy bars, rods, angles, etc. (Grouped with ex 139 B 1 Aluminium alloy wire of solid section and ex 139 B 2 Balance – aluminium alloy bars, rods, angles, etc.)	ADM.
ex 139 B 2	Aluminium alloy strip not included in Item 139 B 1 for use in the manufacture of venetian blinds) (Grouped with ex 139 B 1 Aluminium strip and aluminium alloy strip for use in the manufacture of venetian blinds and 208 P Aluminium alloy strip – 'S'-shaped.)	A
ex 139 B 2	Balance – aluminium alloy bars, rods, angles, etc. (Grouped with ex 139 B 1 Aluminium alloy wire of solid section and ex 139 B 1 Balance – aluminium alloy bars, rods, angles, etc.)	ADM.
ex 176 A	Bearings of sizes and types equivalent to the range listed in attachment 'B' to L.I. 1962/23 (Grouped with ex 359 D Bearings of sizes and types equivalent to the range listed in attachment 'B' to L.I. 1962/23.)	ADM.
ex 176 A	Balance – other roller and ball bearings	A
208 P	Aluminium alloy strip – 'S'-shaped (Grouped with ex 139 B 1 Aluminium strip and aluminium alloy strip for use in the manufacture of venetian blinds and ex 139 B 2 Aluminium alloy strip not included in Item 139 B 1 for use in the manufacture of venetian blinds.)	A
280 R	Benzylpenicillin and its salts	ADM.
280 S	Phenoxymethylpenicillin and its salts	ADM.
280 T	Streptomycin sulphate	ADM.
285 A 1	Medicinal preparations of benzylpenicillin and its salts, phenoxymethylpenicillin and its salts, and streptomycin sulphate	ADM.
ex 291 H	Douglas fir, hemlock and balsam	A
ex 291 H	Balance – excluding radiata pine	A
ex 291 L	Timber dressed or moulded, n.e.i., etc. – excluding weather-boards and flooring boards	A
ex 358 B	Goods for which the licensing treatment under their substantive item is exempt	Exempt
ex 358 B	Balance – other aircraft parts	ADM.
ex 359 D	Bearings of sizes and types equivalent to the range listed in attachment 'B' to L.I. 1962/23 (Grouped with ex 176 A Bearings of sizes and types equivalent to the range listed in attachment 'B' to L.I. 1962/63.)	ADM.
ex 370	Goods for which the licensing treatment under their substantive item is exempt	Exempt
ex 370	Balance – other goods for Government Departments	AMD.
449	Goods admitted under By-law	According to substantive item.

* Goods covered by Bank A 39 include:
(a) Earthmoving or excavating vehicles, machinery or equipment (e.g. tractors, rock buggies, dumpers, graders, loaders, ditchers, draglines, mechanical shovels, excavators, scrapers, bulldozers) and parts thereof.
(b) Materials handling equipment (e.g. cranes, forklift trucks) and parts thereof.

(*Continued on page* 919)



Going to Australia or New Zealand?

SYDNEY
MELBOURNE
ADELAIDE
BRISBANE
PERTH
CANBERRA
TASMANIA
WELLINGTON
AUCKLAND
CHRISTCHURCH
DUNEDIN

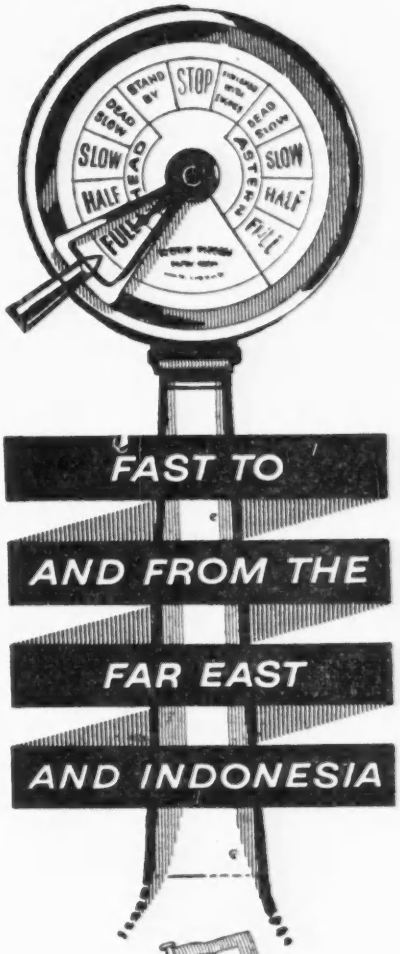
Your trip will be all the more enjoyable if you take these free travel guides with you. Prepared by the Australia and New Zealand Bank, they give just the kind of information a visitor is glad to have. Together, they cover all the principal cities of both countries, and each includes a clearly-marked map of the particular city and suburbs concerned. You are very welcome to any of the guides you need. We'll be pleased to give you other helpful information, too, about emigration, industry, trade and finance. Write or telephone today.

AUSTRALIA AND NEW ZEALAND BANK LIMITED

HEAD OFFICE: 71 CORNHILL, LONDON, E.C.3 · AVEnue 1281

OVER 900 BRANCHES AND AGENCIES

BEN LINE



BEN LINE

Passenger accommodation available.

MANAGERS: Wm. THOMSON & COMPANY
EDINBURGH

Loading Brokers and Passenger Agents
Killick Martin and Company Limited
20 Mark Lane, London. MIN 3100

TGA 81/3A

We specialise in

SHIPPING
PACKING
INSURANCE
CUSTOMS CLEARANCE
WAREHOUSING

BRANCHES AT
HULL · MANCHESTER · LIVERPOOL
SOUTHAMPTON · HARWICH · GLASGOW
LEITH

BRITISH COMMERCIAL TRANSPORT COMPANY LIMITED

P.O. Box No. 561
BRIDGE HOUSE, 233/4 BLACKFRIARS RD., LONDON, S.E.1
Tel.: WATERLOO 4966 (15 lines) Cables: BRICOTRA, LONDON

Qantas Air Cargo provides a fast, frequent, direct, no-transhipment service to South East Asia and Australia . . . with daily connecting services to New Zealand from Sydney. Equally important, when you consign by Qantas V-Jet Air Cargo, you entrust your freight to an airline that has a background of over 40 years' experience—plus the facilities available only from one of the world's great airlines. Typical of these facilities is the huge, completely equipped Qantas Air Cargo Terminal in Sydney which ensures immediate clearance of freight, whether consigned to Sydney, Australian interstate or onward flight to Noumea or New Zealand. Let Qantas assist you to trim your air cargo operation to the smooth, fast, economical and dependable procedure it should be. See your Cargo Agent or the General Sales Agents—B.O.A.C.

QANTAS AIR CARGO

Qantas Empire Airways Ltd., in association with Air-India and BOAC Australia's round-the-world airline

41 YEARS OF DEPENDABLE SERVICE

Australia (*Continued*)

Further Tariff Board Inquiries

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of:

(1) Vinyl acetate monomer (Tariff Item 264 (C)); and,
(2) Watered narrow woven fabrics (Tariff Item 107 (D) (1)).

Reference (2) has been made as a result of representations by local manufacturers.

Details of Tariff Item 264 (C) will be published in the next issue of the *Board of Trade Journal* under the heading 'Details of Temporary Duties' but may meanwhile be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

Details of Tariff Item 107 (D) (1) are published below.

Tariff Item	Goods	British Preferential	Most-Favoured-Nation	General
107	(D) Narrow woven fabrics and narrow fabrics (Bolduc) consisting of warp without weft assembled by means of an adhesive, of a width not exceeding 30 centimetres, with woven or false selvedges, including such fabrics with printed or embossed designs thereon, but not including: seamless tubular fabrics impregnated or coated fabrics fabrics wholly or in chief part by weight of glass fibre goods covered by sub-item (B) or (C) or by Item 118, 120 (C) or 331 (B) (2) (b): (1) Waterwaved ribbons *ad val.*	Free	12½%	22½%

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than October 20, 1962.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference Nos. (1) C.R.E. 12152/62 and (2) C.R.E. 12153/62.

Further Inquiries

THE AUSTRALIAN Minister of Trade has also referred to the Tariff Board for inquiry and report the question whether:

(1) **Aluminium foil** (Tariff Items 139(E) and 139(B)); and,
(2) **Paradichlorobenzene and orthodichlorobenzene** (Tariff Items 280(K)(1)(b) and 280(K)(7))

should be gazetted under Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961. Details of the provisions of Section 7 of the abovementioned Act were published in the *Board of Trade Journal* on June 2, 1961 (page 1326).

Details of the Tariff Items mentioned in reference (1) are published in this issue of the *Board of Trade Journal* under the heading Tariff Board Inquiries on page 916. Details of the Tariff Items mentioned in reference (2) will be published in next week's issue and meanwhile may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than November 21, 1962.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference Nos. (1) 12165/62 and (2) 12166/62.

Special Advisory Authority Inquiry Result

A NOTICE was published in the *Board of Trade Journal* of October 12 (pages 780/781) to the effect that a reference had been made to the Special Advisory Authority in respect of **vinyl acetate monomer**.

The inquiry has now been held and as a result of the Special Advisory Authority's recommendations a temporary additional duty of £17 per ton has been imposed on all current rates.

The new duty does not apply to goods in transit on or before September 28, 1962.

Further details will be published as soon as possible.

Specific rates are quoted in Australian currency: £A125 = £Sterling 100.

NEW ZEALAND

1962-1963 Import Licensing Schedule

THE NEW ZEALAND Customs Department have issued the following particulars of decisions relating to the 1962-63 Import Licensing Schedule. (See *Board of Trade Journal* of March 30, 1962, page 699).

Following a recent survey of the crockery market it has been decided that the allocation for item code 66.48, Breakfast, dinner, tea and coffee sets; cups; saucers, plates and dishes; articles as approved, will be increased by 25 per cent. of 1962/63 licences issued as at July 31.

The additional licences issued under this provision will be subject to the condition that certain articles cannot be imported at FOB prices less than 35 per cent. on the present net list price. (A list of these articles is available at Export Services Branch, Board of Trade, Hillgate House, Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 469).

It is not intended that existing licence holders should apply for the increased 25 per cent. allocation. Licences are to be issued by Collectors based on schedules received from the New Zealand Customs Department of licences issued as at July 31.

Import Incentive Scheme

THE NEW ZEALAND Government has announced that it has been decided to introduce an Export Incentive Scheme whereby, subject to certain conditions, special import licences may be issued to New Zealand manufacturers engaged in the manufacture of goods for export or who undertake to become engaged in this field.

The scheme will apply to applications made in respect of goods exported after August 1, 1962, and to declarations of intention to export made after that date in the prescribed form. All applications should be lodged with the Collector of Customs in the district in which the applicant conducts his business.

Provision has been made for the issue of three types of import licences, viz: Replacement, Assistance, and Bonus licences. The Export Incentive Scheme is largely concerned with the issue of import licences for raw materials and components used in the manufacture of goods for export. It does **not** apply to:

(i) raw materials and components of New Zealand origin used in manufacture for export.
(ii) materials for packaging e.g. tinplate, aluminum foil, cardboard, paperboard etc. *except* such packaging material imported solely for use on the domestic market but which has been used in production for export.

The question as to whether certain goods are 'raw materials' or 'components', or what constitutes 'manufacture' under the scheme will be determined in the light of the circumstances surrounding each application.

Copies of the notice of the New Zealand Customs Department giving details of this scheme may be seen at the Board of Trade, Export Services Department, Room E.54, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 469).

Readership Surveys

The first report of the '1962 National Readership Surveys' has been published by the Institute of Practitioners in Advertising, 44 Belgrave Square, London, S.W.1. Subscription £15 15s. per year (£12 12s. to contributors and member agencies).

CANADA

'Made in Canada' Ruling

THE FOLLOWING ruling has been made for Customs purposes:

'Of a class or kind made in Canada':

Commercial electrical toggle switches as used in electronic, radio, instrument, appliance and fractional motor applications.

(Ruling effective November 6, 1962)

The above information is contained in Canadian Department of National Revenue Memorandum Series D51-24-1, dated October 15, 1962.

MEXICO

Goods Subject to Prior Import Licensing

BY DECREES published in the Mexican *Diario Oficial* on, and effective from, October 10, 1962, the following goods were made subject to prior import licence:

Tariff No.	*Description.*
083.00.02	Cinnamon of all kinds, not pulverized.
083.00.03	Cinnamon of all kinds, pulverized.
501.12.00	Acetone.

The restriction on goods under Tariff headings No. 083.00.02 and 083.00.03 includes the Free Zones and Perimeters of the country.

JAMAICA

Imports of Irish (Table) Potatoes

THE FOLLOWING Notice to Importers No. 2004 was issued by the Board of Trade, Jamaica, on October 15, 1962.

Importers are hereby notified that the Trade Board is prepared to grant licences to import from all sources, Irish (Table) potatoes, to arrive in the Island not before October 31, 1962, and not later than December 31, 1962.

Inquiries about the above notice should be addressed to the Export Services Branch (Tariff Section) Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

Thinking of Trade with
CANADA?

If so, you will find our booklet 'YOUR GUIDE TO BUSINESS IN CANADA' a useful publication.
Why not write for a copy to our Business Development Department at 47 Threadneedle Street, London E.C.2.

Bank of Montreal
Incorporated in Canada in 1817 with Limited Liability
Canada's First Bank
Head Office: Place D'Armes, Montreal
Main London Office: 47 Threadneedle Street, E.C.2
West End Office: 9 Waterloo Place, Pall Mall, S.W.1
Over 300 Branches and Offices throughout Canada and Abroad

BRAZIL

Remittance of Profits Law

THE PROMULGATION of a new Brazilian Law controlling foreign investments in the country and profit remittances abroad was reported in the *Board of Trade Journal* of September 21 (page 637). An English translation of the law, Number 4131, is now available and may be seen at the Export Services Branch, Board of Trade, Room E.46, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 476).

The main provisions of the law are contained in the following Articles:

Article 3 – States that all foreign capital entering Brazil, either investment or loan, cash or goods, shall be registered with SUMOC (the Brazilian Superintendency of Money and Credit) as must be all remittances abroad in respect of capital repayments, profits, dividends, interest, royalties, etc.

Articles 8 to 14 – Establish control over remittances in respect of trade marks, patents of invention, technical assistance, etc., whilst Article 14 prohibits royalty payments by a company in Brazil to their head office abroad or to a foreign company holding a majority of the shares in the Brazilian concern.

Article 17 – Requires the registration with SUMOC of all assets held abroad by companies or individuals in Brazil.

Article 31 – Limits dividend and profit remittances to ten per cent. of the registered capital.

Article 33 – Provides that profits exceeding ten per cent. must be registered with SUMOC as supplementary capital, which will not qualify for future profit remittances. Repatriation of capital must not exceed twenty per cent. of the registered amount.

Exemptions from Import Duty

THE PROVISIONS of Brazilian Law No. 3381 of April 24, 1958, which granted duty exemptions to ship builders, have been extended. As a result companies in Brazil engaged in ship building and ship repairing will be exempt from import duties and levies (except the Customs Clearance charge) in respect of machinery, materials, accessories etc., which arrive in the country up to April 24, 1963, and are used in the construction, installation, maintenance, improvement or working of workshops, installations, docks and shipways.

The exemption will not apply to goods which have a national 'similar'.

GUATEMALA

New Exchange Control Measures

A NOTICE published in the *Board of Trade Journal* of October 26, 1962 (page 875) reporting the introduction in Guatemala of measures to counter a drain of foreign exchange reserves said, *inter alia*, that foreign exchange income was to be used to maintain reserves at a satisfactory level and to finance essential imports, that any surplus of foreign exchange would be auctioned weekly to pay for non-essential imports, and that lists of essential and non-essential imports were to be published.

The list of 'essential imports' has been published and is as follows. Items not covered by the list are regarded as 'non-essential' imports. The list is provisional and subject to amendments in the light of experience of the operation of the new exchange control measures.

List of Essential Imports for which Foreign Exchange is readily available.

1. *Miscellaneous Products*

Condensed and powdered milk; cereals and legumes in their natural state: lard edible oils and fats of animal and vegetable origin, except butter and margarine; medicines; instruments, utensils and furniture (equipment) for medical use; kitchen utensils manufacturered from common metals; ordinary enamelled, aluminium. earthenware, glass, or porcelain utensils; cutlery manufactured from common metals; barbers' razors, razor blades and safety razors; tyres and tubes in sizes not produced in the country.

2. *Raw material*

Fibres, threads and yarns of all kinds for industrial use; leather, skins and derivatives for industrial uses; paper, cardboard and their manufactures

(*Continued on next page*)

Guatemala *(Continued)*

not produced in the country; hard wheat grain; animals for fattening; chemical products constituting raw material for the national industry; insecticides, herbicides, and fungicides; fertilizers; material for dyeing and tanning; material and inks for printing; rubber materials and articles for industrial and agricultural use; inedible oils and fats for industrial use; other raw material; (a) glass and cork for industrial uses; (b) metallic raw material and intermediate products; (c) crude raw material for industrial use.

3. *Construction material*

Structural iron and other manufactures of metal for construction; tubes, ducts, drain pipes and their accessories, not produced in the country; galvanised or aluminium sheets for construction; cement and other similar basic material for construction which are not produced in the country; door hardwear; sanitary articles and accessories, and articles and accessories for heating purposes; sheet glass for construction.

4. *Asphalt*

5. *Capital goods*

Machinery and equipment exclusively for agricultural use; parts and accessories for all kinds of vehicles; industrial and factory machinery; (a) motors for industrial use; (b) electrical machinery for industrial or agricultural use; (c) machinery and equipment for the generation, conduction and distribution of electricity; material and accessories for the production and distribution of electricity; pure bred animals for breeding purposes; miscellaneous tools; scientific instruments and apparatus.

6. *Fuel and lubricants*

7. *Others*

Printed books and publications; educational material and school articles not produced in Guatemala in general; devices, equipment and raw material for artificial limbs in general; material for the production of works of art; fencing wire and accessories; work safety and hygiene equipment; implements and chemical products for water purification; ambulances; and radio communications and telephone equipment.

ARGENTINA

Modifications to Import Lists

ARGENTINE GOVERNMENT Decree No. 9355 of September 7, 1962, makes the following additions to the lists attached to Decree No. 5439/59 (see *Board of Trade Journal* of May 29, 1959, page 1278):

Tariff No.	Item	List No.
4280	Vitamin pre-mix or concentrate composed of thiamine (6,000,000 i.u.), vitamin D3 (2,000,000 i.u.), riboflavine (2 g.), calcium pantothenate (5 g.), nicotinamide (15 g.), cyanocobalamin (6 mg.), choline chloride (300 g.) and vitamin K_3 (1·5 g.)	5
4280	Vitamin pre-mix or concentrate composed of thiamine (0·04 g.), riboflavine (0·1 g.), calcium pantothenate (0·2 g.), nicotinic acid (1·0 g.), pyridoxine (0·04 g.), cyanocobalamin (0·002 g.), folic acid (0·01 g.), biotin (0·0003 g.), choline citrate (20·0 g.), inositol (0·03 g.), tocoferol (0·06 g.) and menadione (0·03 g.)	5
4280	Vitamin pre-mix or concentrate composed of thiamine (0·04 g.), riboflavine (0·1 g.), calcium pantothenate (0·2 g.), nicotinic acid (1·0 g.), pyridoxine (0·04 g.), cyanocobalamin (0·0002 g.), folic acid (0·01 g.), biotin (0·0003 g.), choline citrate (20 g.), inositol (0·03 g.) and tocoferol (0·06 g.)	5
4556	Ethanethiol	5
4280	3-Bicycloheptenyl-6-chloro-3:4-dihydro-7-sulphamoylbenzo-1:2:4-thiadiazine 1:1-dioxide	2
4280	Decamethylenebis:(4-aminoquinaldine)	2
4271	Aqueous solution of monoethanolamine thioglycollate	5
4859	Powder containing 90 per cent. of inorganic material (sodium phosphates, borates and carbonates and kaolin) and 10 per cent. of organic material (sodium alkylarylsulphonate and fatty material) ('Texapon WK')	5
4844	Thiostrepton	2
4744 bis	Liquid with the character of a solution of a polyamide in an organic solvent consisting mainly of butyl alcohol ('Dressing Corial C')	4
4262 bis	Liquid composed of a solution of hydroxydiphenyl and the sodium salt of a phenylsulphonic ('fenil-sulfonico') in aromatic hydrocarbons ('Remol TRF')	3
4280	Methylamphetamine hydrochloride	2
4556	Product consisting of sorbitol stearates, propylene glycol, lecithin and carotenes ('Brem')	5
4280	Carnitine hydrochloride	2
4867	Powder with the character of 2-imino-3:4-dimethyl-5-phenyl-thiazolidine theophyllin-7-ylacetate	2
4280	10-[3-(4-[2-(2-Hydroxyethoxy) ethyl]-1-piperazinyl)-propyl] phenothiazine ('Dixyrazine')	2
4280	"3-metiloxietilamino-2-oxipropilteofilina-nicotina to 0 (7-(2¹ hidroxi-(3¹ metil-beta, hidroxietil) aminoicotinato)-1.3-dimital)-xantina ('Complamina')" (in Spanish)	2
4421	Tetracycline-1-methylenelysine in capsules ('Tetralysal')	5
4421	Stanozolol ('Winstrol')	2
4280	7-Chloro-1:3-dihydro-1-methyl-5-phenylbenzo-1:4-diazepin-2-one ('Valium')	2
4280	5 - (3 - Dimethylaminopropylidene) dibenzo [a, d] cyclohepta 1:4 - diene ('Laroxyl')	2

URUGUAY

Amendment to Import Lists

THE FOLLOWING item in the Uruguayan import lists has been amended as follows:

Sub-Group No.	Commodity	Surcharge	C.i.f. Price
48.09/0	Sewing and embroidery thread	Per cent. 75	(Average) U.S. $8 per kg.

EUROPEAN COMMUNITIES

English Translations of the E.E.C. Regulations

THE FOLLOWING further translations of the EEC Regulations are now available from H.M. Stationery Office, Kingsway, London, W.C.2, and branches:

Regulation No. 103 fixing reference prices for outdoor table grapes. Price 5d.

Regulation No. 110 on the determination of the additional amount referred to in Article 8 of the Council's Regulation No. 20. Price 8d.

Regulation No. 113 on the value of the accounting unit and the exchange rates to be used in the context of the Common Agricultural Policy. Price 5d.

Regulation No. 120 amending the annex to the Commission's Regulation No. 68. Price 5d.

European Atomic Energy Community

Translations of the following EURATOM Regulations are also now available from H.M. Stationery Office.

Regulation No. 3 implementing Article 24 of the Treaty establishing the European Atomic Energy Community. Price 1s. 3d.

Regulation No. 4 defining the investment projects to be communicated to the Commission in accordance with Article 41 of the Treaty establishing the European Atomic Energy Community. Price 8d.

Regulation No. 5 laying down the procedure for effecting communications prescribed under Article 41 of the Treaty. Price 8d.

Regulation No. 6 amending List B of Annnex IV of the Treaty Price 5d.

Regulation No. 7 determining the procedure for completing the declarations prescribed in Article 78 of the Treaty. Price 8d.

Regulation No. 8 defining the nature and scope of the obligations contained in Article 79 of the Treaty. Price 1s. 0d.

Regulation No. 9 defining the concentration of ores referred to in Article 197(4) of the Treaty. Price 5d.

Regulation No. 11 embodying the service regulations of Officials and the conditions of employment of other servants of the European Economic Community and the European Atomic Energy Community. (Published as Regulation No. 31 of the European Economic Community). Price 6s. 0d.

Regulation No. 12 laying down the conditions and procedure for the levy of the tax for the benefit of the Community in conformity with Article 12, paragraph 1 of the Protocols on the Privileges and Immunities of the European Economic Community and of the European Atomic Energy Community. Price 8d.

Regulation No. 14 determining the emoluments of Members of the Commission. Price 8d.

Court of Justice

Rules of Procedure of the Court of Justice of the European Communities. Price 3s. 0d.

MALTA

Import Licensing Regulations Amended

AN AMENDMENT has been made to the list of goods which may not be imported into Malta from the United Kingdom under Open General Licence (see *Board of Trade Journal* of May 29, 1959, page 1280).

In Group I – Food and Drink – the item Bacon should be inserted.

BELGIUM

Use of Denominations in the Cement Industry

A BELGIAN Law, dated February 9, 1960 (*Moniteur Belge* No. 50 of February 27, 1960), laid down enabling legislation concerning the use of denominations for goods which are the object of commercial transactions.

Arising from this law, a Royal Decree, dated September 21, 1962 *Moniteur Belge* No. 228 of October 5, 1962), lays down the requirements which must be met before the denomination *cement* or denominations containing the word "cement" or translations thereof may be used. *It will come into force on November* 4, 1962.

The full text of the above-mentioned Law or Royal Decree (in French) may be seen at the Export Services Branch (Tariff Section), Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

KENYA, UGANDA AND TANGANYIKA

Customs Tariff Changes

DETAILS were given in the *Board of Trade Journal* of June 22, 1962 (page 1412) of amendments to the Customs Tariffs of Uganda, Kenya and Tanganyika. Item No. 120 has been further amended and now reads as follows for all three territories:

Tariff Item	Article	Duty
120	Tyres and tubes of rubber or of a substitute for rubber, not attached to wheels or vehicles including tyres re-imported after re-treading:	
	(1) TYRES:	
	(a) for use on lorries, trucks, vans, passenger-carrying vehicles, pedal cycles, motor cycles, sidecars and trailers and other non-self-propelled vehicles:	
	(i) Pneumatic, including the weight of the immediate wrapper	Per lb., Sh. 1/25 (or 25% *ad val.*, whichever is the greater)
	(ii) Solid, complete or in lengths	Per lb., cents 30
	(b) other tyres, solid or pneumatic	Free
	(2) TUBES:	
	(a) for use on lorries, trucks, vans, passenger-carrying vehicles, pedal cycles, motor cycles, sidecars and trailers and other non-self-propelled vehicles	Per lb., Sh. 1/25 (or 25% *ad val.*, whichever is the greater)
	(b) other tubes	Free

TANGANYIKA ONLY

Details were given in the *Board of Trade Journal* of October 5, 1962 (page 733) of an amendment to Tariff Item 112 in the Customs Tariff of Uganda, Kenya and Tanganyika. This amendment was incorrectly stated to apply to Tanganyika and the item in that territory should read as follows:

Tariff Item	Article	Duty
112	(a) Medicated dressings and antiseptics	Free
	(b) Drugs, medicinal and veterinary preparations:	
	(i) Prepared according to the British Pharmacopoeia or the British Pharmaceutical Codex or the United States Pharmacopoeia but not including any proprietary drugs or medicinal preparations	Free
	(ii) Such other non-proprietary medicinal and veterinary preparations which the Commissioner may, on the advice of the Chief Medical Officer or Chief Veterinary Officer, admit under this sub-paragraph as equivalent to or comparable with the standard drugs, medicinal and veterinary preparations referred to in sub-paragraph (i) above	Free
	(iii) Proprietary drugs, medicinal and veterinary preparations intended solely for ethical sale or for the prophylaxis of disease which the Commissioner may, on the advice of the Chief Medical Officer or Chief Veterinary Officer, admit under this sub-paragraph	Free
	(iv) Other	*Ad val.* 25%
	(c) Laboratory reagents and chemicals prepared to standards suitable for analytical purposes or laboratory use, admitted as such by the Commissioner	Free
	(d) Glycerine, borax, sodium bicarbonate	Free

For the purpose of this tariff item:

(A) A "Proprietary drug or medicinal or veterinary preparation" is a drug or medicinal or veterinary preparation which is held out by any advertisement whatsoever, either before or after importation, as efficacious for the prevention, cure or relief of any malady, ailment, infirmity, or disorder affecting human beings or animals; and

(i) which is sold under a trade name or trade mark to the use of which any person has or claims or purports to have an exclusive right; or

(ii) of which any person has, or claims or purports to have, the exclusive right of manufacture or for the making of which any person has or claims or purports to have any secret.

(B) Drugs or medicinal or veterinary preparations are only sold ethically when they are supplied against a prescription written by a registered medical practitioner, veterinary surgeon or dentist for individual patients, human or animal.

CYPRUS

Import Licensing Regulations

NOTICE No. 424 in Supplement No. 3 to Cyprus *Official Gazette* No. 175 of August 15, announces that the following item:

No.	Description of Goods	Item No.
20A	Cotton	Group 263 the whole

has been added to the list of goods for which a specific import licence is required (details of which were published in the *Board of Trade Journal* of June 15, 1962).

PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Liquidation of Indian Assets

H.M. CONSULATE-GENERAL in Lourenço Marques has reported that the impending liquidation of three more Indian firms has been announced in the official bulletin of the Mozambique province. The firms are:

(1) Dlatria Pragjee & Ca.
(2) Jivan Bana & Ca.
(3) Sociedade Colonial de Agencias e Representacoes Lda.

Claims against the assets of the first named firm must be submitted by December 3, 1962; claims against the others must be submitted by November 17, 1962.

Details regarding submission of claims were given in the *Board of Trade Journal* of September 7, 1962, and October 5, 1962.

Inquiries relating to this notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 3082).

FEDERATION OF RHODESIA AND NYASALAND

Licences for Imports of Brushware from Japan

DETAILS were given in the *Board of Trade Journal* of January 26, 1962, (page 182) of the Control of Goods (Import) Open General Licence 1962. Federal Government Notice No. 306 published in the Federation of Rhodesia and Nyasaland *Government Gazette* of October 19, 1962 amends this order by making the following item subject to individual licence control when imported from Japan:

Ex. 264 Brushware (except tooth-brushes) including mops and feather dusters, not being parts of machinery and not being gold or silver mounted, or gold or silver plated.

Suspension of Duty

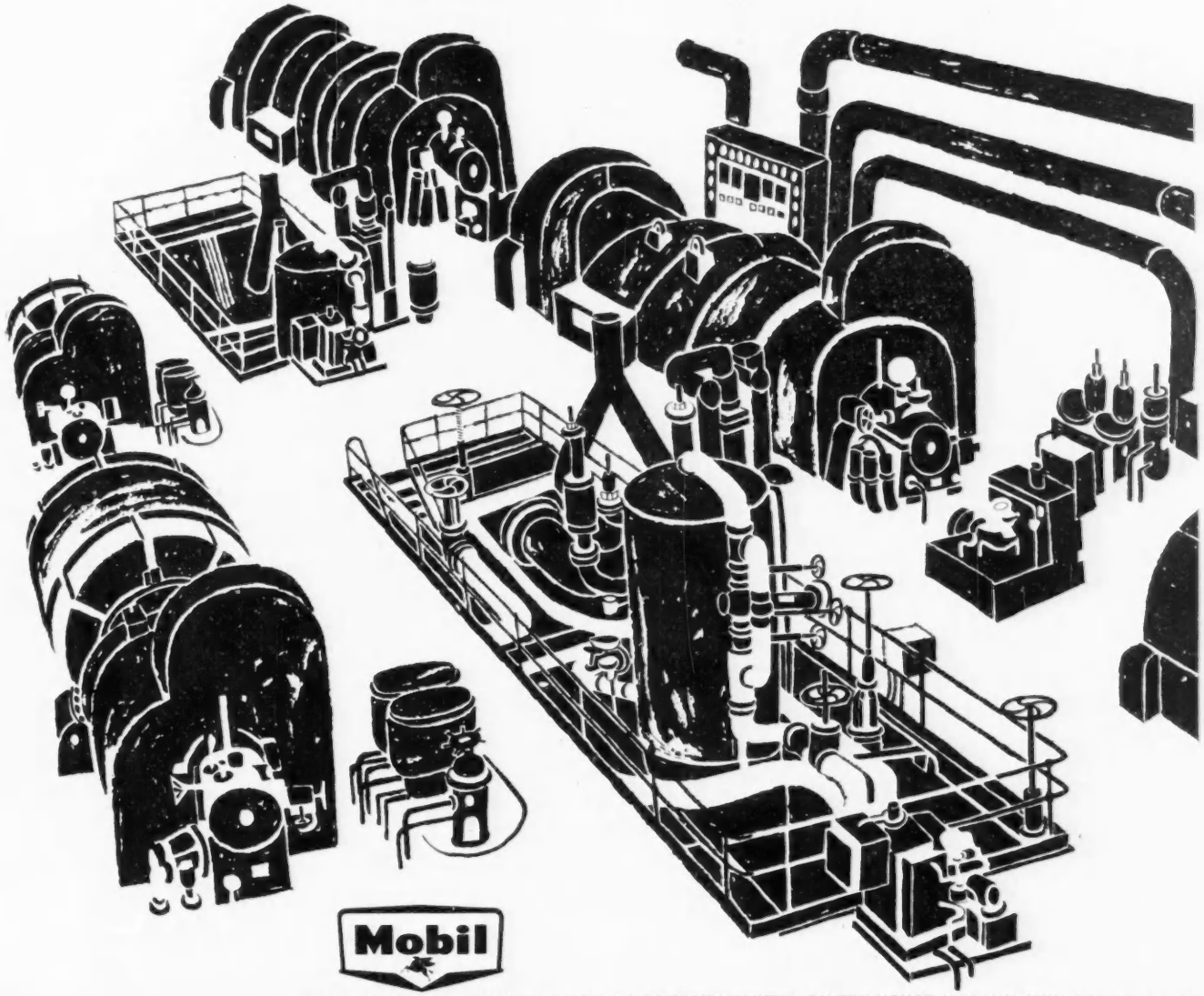
FEDERAL GOVERNMENT Notice No. 312 published in the Federation of Rhodesia and Nyasaland *Government Gazette* of October 19, 1962, amends, with effect from that date, the existing list of suspensions of duty by the insertion of the following item:

Item	Effective Rate of Duty			
	Duty A	Duty B	Duty C	Duty D
Ex 260 Rubber tyres and tubes:				
(*a*) (v) Tyres, pneumatic, other, including the immediate wrapper and flaps: (L) Marked 11.00-12, 4.50-13, 10.50-13, 145 x 13, 700/725 x 13, 600 x 14, 4.50-15, 560 x 15, 29 x 7/7.50-15, 155 x 15-155 x 380, 165 x 15-165 x 380, 185 x 15-185 x 380, 165 x 15, 185 x 15, 145 x 330x and 8.10 x 90 per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.
(*b*) (ii) Tubes, n.e.e., other: (L) Marked 11.00-12, 4.50-13, 10.50-13, 600 x 14, 4.50-15, 560 x 15, 2-2 x 7/7.50-15, 500/525/560-15-165/380, 650/670/710-15, 125 x 380-135 x 380-145 x 380 (15), 125 x 380 and 8.10 x 90 per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.

Mobil Economy Service helps Richard Thomas and Baldwins

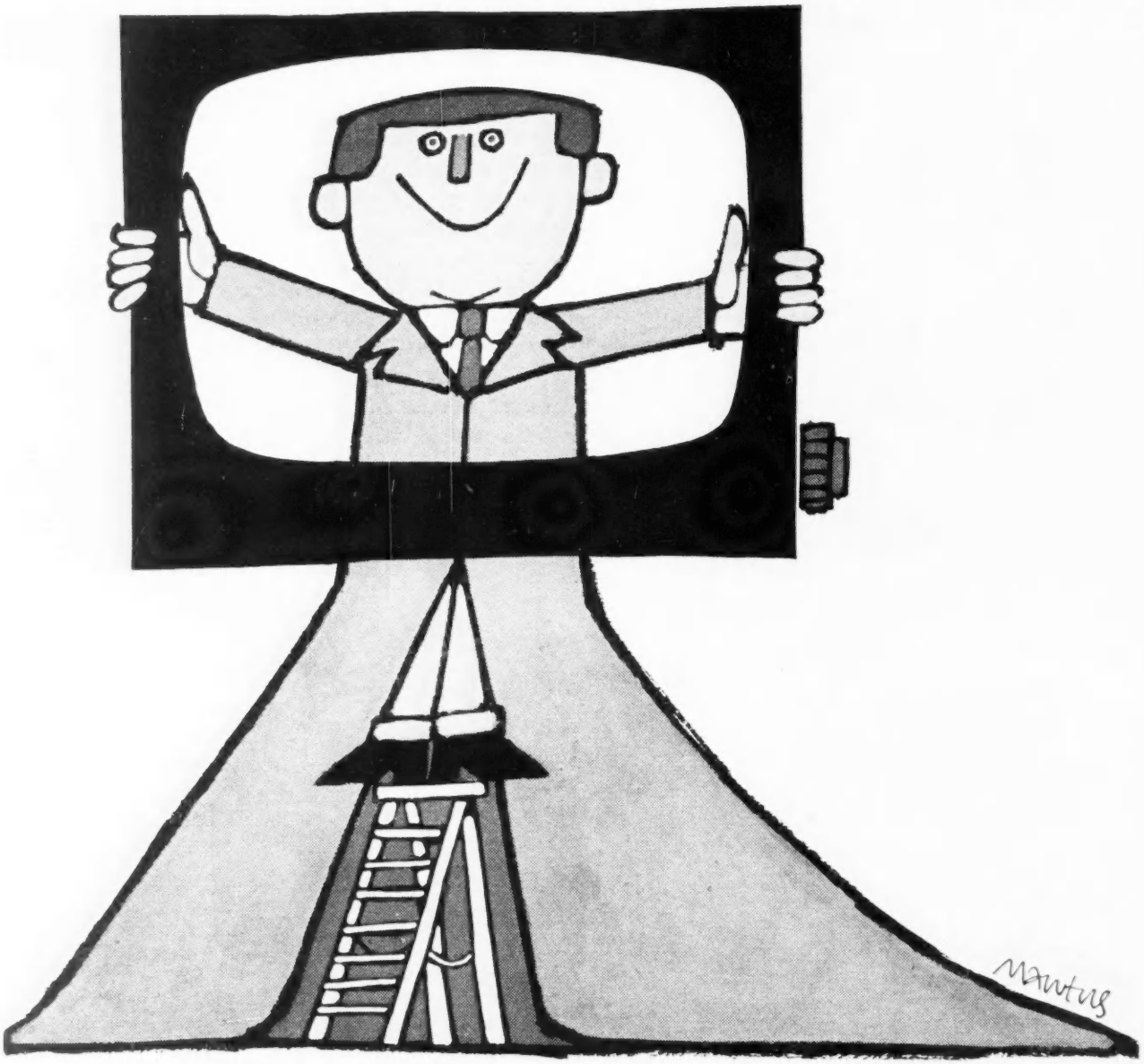
Oil & Steel

In the steel industry, Mobil Oil Company has long held a unique place: not only are we the biggest supplier of high quality lubricants to this industry, we have pioneered planned lubrication; saved our customers many thousands of pounds by introducing Mobil Economy Service; helped to set up special lubrication departments; and even trained our customers' resident lubrication engineers. The opening of Spencer Works, the largest and newest strip mill in Europe, recalls the first strip mill opened in this country—in 1937, also by Richard Thomas and Baldwins. During the intervening quarter-century, we have become a major supplier of lubricants to RTB, and they have become our biggest customer in the steel industry. All round the world, Mobil lubricants help industry to run more smoothly.



Mobil

ECONOMY SERVICE MOBIL OIL COMPANY LIMITED · CAXTON HOUSE · WESTMINSTER · LONDON S.W.1



Putting the small man in the picture

Who says TV advertising is only for the big boys? A 15-second weekend spot reaching 570,000 viewers in the London area can cost as little as £50; a 15-second weekday spot reaching 769,000 Midlands viewers, as little as £85. And with guarantee and series discounts, the shrewd buyer can build a really substantial TV schedule on a very limited budget indeed. What's more, to reach 1,000 noting viewers on TV costs only half as much as in the national press.

For further information about TV advertising on a limited budget, write to Patrick Henry, ATV, 17 Great Cumberland Place, London W1, for a reprint of an article — Putting the small man in the picture — recently published by ATV

ATV

GHANA

Customs Tariff Amendments

THE CUSTOMS (Amendment of Duties) (No. 1) Order, 1962, published as Executive Instrument 278 in the Ghana *Official Gazette* of October 12, 1962, makes the following amendments to the First Schedule to the Ghana Customs Ordinance (Cap. 167) and is operative from October 8, 1962.

FIRST SCHEDULE

Part I – Import Duties of Customs

Item No.	Goods	Rate of Duty
1A	Insert after Item 1 the following: Aircraft and their component parts, all accessories and instruments thereof, imported for use other than for commercial operation	15% *ad val.*
2	Substitute Item 2 by the following: Ale, beer, cider, perry and stout . . . the gallon	£1
2A	Substitute Item 2A by the following: (1) Aluminium, asbestos, cement, iron and steel sheets and plates . . . the sq. ft. (2) Aluminium coils and other materials imported for the manufacture of aluminium sheets and admitted as such by the Comptroller	3d. 20% *ad val.*
3	Substitute sub-item (1) by the following: (1) Cardigans, jerseys, pullovers, shirts, singlets, chemises, undervests . . . each	2s. 6d. or 40% *ad val.* whichever is the higher.
	Substitute sub-item (3) (a) by the following: (3) (a) Boots and shoes made principally of canvas and rubber or of either . . . the pair	3s. 6d. or 66⅔% *ad val.* whichever is the higher.
4	Substitute sub-item 4 (3) (a) by the following: (3) (a) Dynamite and cognate substances, mining, blasting and safety fuses, gunpowder and other accessories which the Comptroller is satisfied will be used solely for mining purposes . . the pound	3d.
9	Substitute sub-item (1) (d) by the following: (1) (d) Knitted or interlock fabric . . . the pound	1s. 6d. or 25% *ad val.* whichever is the higher.
	Substitute sub-item (3) by the following: (3) Towels . . . . . the sq. yd.	3s. 0d. or 60% *ad val.* whichever is the higher.
	Substitute sub-item (4) by the following: (4) Yarn . . . . . the pound	3d.
10A	Substitute Items 10A and 11A by the following: (1) Furniture complete imported assembled or unassembled	40% *ad val.*
	(2) Materials imported solely for manufacture of furniture and admitted as such by the Comptroller . . .	20% *ad val.*
11A	Jewellery including imitation jewellery and rolled gold, enamel or gilt jewellery, precious stones and pearls and imitations thereof and articles of goldsmiths' and silversmiths' wares and parts thereof, excluding tableware of electro-plated nickel silver, not particularly exempted from duty under Part III of this Schedule . . .	60% *ad val.*
11B	Insert after Item 11A the following: Holloware, domestic, made wholly or mainly of aluminium	40% *ad val.*
14	Substitute Item 14 by the following: Motor vehicles, mechanically propelled: (a) (1) Motor vehicles of all types whether imported assembled or unassembled, for the transport of persons, goods, or materials and chassis thereof, together with their appropriate initial equipment including trailers, not particularly liable to any duty in this Part of this Schedule and not particularly exempted under Part III of this Schedule .	15% *ad val.*
	(2) Motor vehicles excluding private saloon cars, station wagons, utility vans and similar motor vehicles imported unassembled to be assembled solely for commercial purposes by a company owning a vehicles assembly plant and admitted as such by the Comptroller	10% *ad val.*
	(b) Motor cycles, motor cycle sidecars and other similar vehicles, whether imported assembled or unassembled	5% *ad val.*
	(c) Parts and accessories for vehicles chargeable with duty under this item not elsewhere specified and not particularly exempted under Part III of this Schedule .	5% *ad val.*
15	Substitute sub-item 15 (3) by the following: (3) Motor spirit and products ordinarily used as such, benzine, benzoline, naphtha (non-potable), gasoline, petrol and petroleum, aviation spirit, all kinds of shale and coal tar spirits but not including kerosene, power paraffin and other refined burning oils . . the gallon	2s. 8d.
16	Substitute Item 16 by the following: (1) Paints, colours, paint oils, polishes, lacquers, liquid driers and varnishes	33⅓% *ad val.*
	(2) Turpentine and turpentine substitute . . the gallon	1s. 0d.
	(3) Materials imported for the manufacture of paints and admitted as such by the Comptroller	10% *ad val.*
17A	Insert after Item 17 the following: Paraffin wax and tallow imported solely for industrial purposes and admitted as such by the Comptroller . .	20% *ad val.*
19	Substitute Item 19 by the following: Provisions: 1 (a) Biscuits, cabin or ship's containing neither added fat, yeast nor chemical raising materials not more than 5% by weight of sugar . . the pound	1s. 6d.
	(b) Biscuits, bread and cakes . . . the pound	2s. 6d.
	2 Butter and butter substitutes . . . the pound	1s. 0d.
	3 Cheese . . . . . the pound	1s. 0d.
	4 Coffee raw, roasted, ground or otherwise prepared including coffee substitutes, extracts, essences and other preparation of coffee . . . the pound	2s. 0d.
	5 Confectionery: Slab chocolate, other than plain, milk, nut or fruit, of all kinds, compounded, made or preserved with sugar; chocolate; sweetmeats, crystallized fruits, candied or preserved ginger; ice cream whether chocolate coated or not; jams, marmalades, fruit jellies; mincemeat, and products intended for use as beverages, but not including articles particularly exempted under Parts III of this Schedule	66⅔% *ad val.*
	6 (a) Fish preserved solely by cold process not including fish taken by ships registered and licensed by the Chief Fisheries Officer . . . the pound	6d.
	(b) Other kinds including salted and canned the pound	3d.
	7 Flour and meal of wheat and spelt (including meslin) the pound	4d.
	8 Fruit, dried . . . . . the pound	2s. 0d.
	9 Lard and other rendered pig fat and substitutes the pound	4d.
	10 Meat, all kinds . . . . . the pound	6d.
	11 Milk and cream, fresh, powdered, preserved, sweetened or unsweetened . . . the hundredweight	£1
	12 Oils, edible	20% *ad val.*
	13 Potatoes, fresh . . . the hundred pounds	6s. 0d.
	14 Products, essences, syrups intended for use in the preparation of soft drinks	50% *ad val.*
	15 Rice . . . . . the pound	3d.
	16 Saccharin (including substances of like nature or use) the ounce	12s. 0d.
	17 Salt of all kind, including common, rock, table and cellery but excluding medicinal salt . . the pound	3d.
	18 Sugar, all kinds . . . . the pound	3d.
	19 Tea and preparations of tea . . . the pound	2s. 0d.
	20 Vegetables, fresh, dried, canned or preserved by the cold process . . . . . the pound	1s. 0d.
	21 Vinegar . . . . . the gallon	1s. 0d.
20	Insert sub-item 20 (3): (3) Wireless receiving sets which when assembled complete with cabinet have a c.i.f. value of less than £9 . .	33⅓% *ad val.*
23	Substitute Item 23 by the following: Soap, common, in bars . . . the hundred pounds	16s. 0d.
24	Substitute sub-item 24 (6) by the following: (6) Spirits, denatured, which the Comptroller is satisfied are imported solely for the manufacture of perfumery .	10% *ad val.*
25	Substitute Item 25 (2), (3) and (4) by the following: (2) Cigars and cheroots . . . . . the pound	£4
	(3) Cigarettes . . . . . the pound	£3 15s.
	(4) Other manufactured tobacco and snuff . the pound	£3
25B	Insert after Item 25A the following: Travel goods made of vulcanized fibre, of artificial plastic sheeting, of paperboard or of textile fabric . . .	40% *ad val.*
29	Substitute Item 29 by the following: All other goods not in this Part of this Schedule particularly enumerated or particularly exempted in Part III of this Schedule	33⅓% *ad val.*

Part III (Exemptions from Import Duties of Customs)

Amend Item 7(C) to read:

7 (c) For the use of a permanent member of the Diplomatic Service of any Commonwealth or Foreign country, exempted by the Minister for Foreign Affairs from the payment of Customs duties;

Provided that in (a), (b) and (c) above a similar privilege is accorded by such Commonwealth or Foreign Country to the Ghana representative therein.

(*Continued on next page*)

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to H.M. Stationery Office, Room D.63, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876, Ext. 147).

Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).

Ghana (*Continued*)

Substitute Item 12 by:

12 All goods officially imported by or withdraw from bond for the service of the Government of Ghana.

Insert Item 12A

12A All goods imported by or on behalf of Ghana Young Pioneers;

After Item 14 (3) insert—

(4) The Young Women's Christian Association.

Delete Item 70 – Oils edible.

Substitute Item 82, by the following:

82 Provision of the following kinds

(1) Confectionery:
Slab chocolate (Plain, milk, nut or fruit).

(2) (a) Fish of all kinds taken by Ghanaian ships registered under the Merchant Shipping (Transitory Provision) Act, 1959 (No. 23) and licensed by the Chief Fisheries Officer.

(*b*) Fish of all kinds taken by ships chartered by Ghanaian nationals and licensed by the Chief Fisheries Officer, being ships which are chartered in the following circumstances, that is to say:

(i) for the purpose of providing the charterer with a fishing vessel during such period (subject to the next following paragraph) as is reasonably required for the construction of a comparable vessel previously ordered by him; and

(ii) for a period not exceeding two years.

(3) Infants foods, admitted as such by the Comptroller.

(4) Products intended for use as beverages containing cocoa, or cocoa mixed with other ingedients, other than eggs and malt or egg and malt substitutes, the total proportion of which ingredients does not exceed ten *per centum* by weight.

(5) West African raw foodstuffs admitted as such by the Comptroller.

Amend Item 97 to read:

(1) Vessels and lighters (other than boats canoes and launches) with their necessary fittings and tackle, such as anchors, chain, masts, oars, sails and the like, together with identifiable spare parts, whether imported with the vessels or subsequently.

(2) Anchors, buoys, chains and sinkers for mooring vessels.

Omit Item 99, Wireless receiving sets, which when assembled complete with cabinet, have a c.i.f. value of less than £9.

Purchase Tax (Amendment) Act 1962

THE PURCHASE TAX (Amendment) Act, 1962, amends the Purchase Tax Act, 1961, and provides for the following amended rates of Purchase Tax to be charged as from October 8, 1962.

FIRST SCHEDULE

Item	Tariff Item	Article	Rate of Purchase Tax
			Per cent.
1	6	Bicycles and tricycles	5
2	10 (A)	Furniture, all kinds, complete	100
3	12 (i)	Sewing machines	33⅓
4	12 (ii)	Typewriters	33⅓
7	20	Wireless sets, radiograms, tape and wire recorders, record players, microphones, public address units, loud hailers and transhailers	33⅓
8	21	Refrigerators and air-conditioning units	33⅓
9	25A	Tyres and tubes of all descriptions for use on wheels of motor vehicles, but excluding those suitable for tractors and vehicles designed solely for use in excavating and levelling operations	33⅓
10	29	Musical instruments, gramophones and gramophone records	33⅓
11	29	Domestic stoves, ovens, cookers of all kinds	10
12	29	Domestic electric equipment as follows:	
		Washing machines	33⅓
		Vacuum cleaners	
		Floor polishers	
		Desk fans	
		Irons	10
		Kettles	
		Boilers	
		Toasters	
		Water heaters	
13	29	Floor coverings, viz.:	
		Carpets, carpeting and rugs excluding linoleum, straw mats, door mats, coir mats and jute mats	33⅓
14	29	Watches and clocks, all kinds	66⅔
15	29	Cameras and projectors, cinematographic and non-cinematographic	66⅔
16	29	Apparel – Outer garments, viz.:	
		Overcoats	33⅓
		Raincoats	
		Jackets	
		Trousers long and short for male or female	
		Dresses and frocks	
		Skirts	
		Blouses	
		Swim suits and trunks for male or female, excluding dresses of any kind for children and secondhand clothing admitted as such by the Comptroller	

SECOND SCHEDULE

Item	Tariff Item	Article	Rate of Purchase Tax
			Per cent.
5	14 (a)	(1) Cars other than commercial vehicles:	
		(a) Where the value does not exceed £G500	10
		(b) Where the value exceeds £G500 but does not exceed £G700	15
		(c) Where the value exceeds £G700 but does not exceed £G900	25
		(d) Where the value exceeds £G900 but does not exceed £G1,200	33⅓
		(e) Where the value exceeds £G1,200 but does not exceed £G1,500	45
		(f) Where the value exceeds £G1,500 but does not exceed £G2,000 and	66⅔
		(g) Where the value exceeds £G2,000	75
		(2) Commercial vehicles imported and fully assembled outside Ghana:	
		(a) Where the value does not exceed £G800	5
		(b) Where the value exceeds £G800 but does not exceed £G1,500	10
		(c) Where the value exceeds £G1,500 but does not exceed £G2,500 and	20
		(d) Where the value exceeds £G2,500	33⅓
		(3) Commercial vehicles, parts of which are imported from outside Ghana but assembled in Ghana:	
		(a) Where the value does not exceed £G800	Nil
		(b) Where the value exceeds £G800 but does not exceed £G1,500	5
		(c) Where the value exceeds £G1,500 but does not exceed £G2,500 and	10
		(d) Where the value exceeds £G2,500	15
6	14 (b)	Motor cycles, motor cycle side-cars, scooters and other similar vehicles whether imported assembled or unassembled	7½

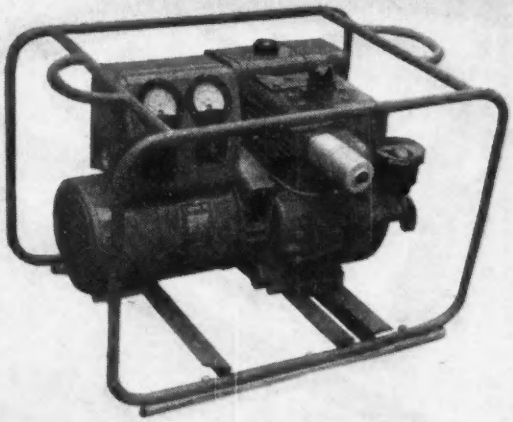
REPUBLIC OF SOUTH AFRICA

Rebate of Duty for Manufacturing Purposes

GOVERNMENT NOTICE No. R.1691 published in the Republic of South Africa *Government Gazette* of October 19, 1962, amends the Second Schedule of the Customs Tariff and provides for the rebate of duty to the extent set out below on the following goods when imported or withdrawn from bond by registered manufacturers for use in the industry specified.

Tariff Item	Article	Duty Rebated as under
491	INDUSTRY FOR THE MANUFACTURE OF CLOTHING OTHER THAN SHIRTS, COLLARS, PYJAMAS, NIGHTDRESSES, KNITTED APPAREL, WATERPROOF CLOTHING AND CLOTHING OF REAL OR IMITATION FUR.	
	By the insertion, in sub-paragraph (ii) of paragraph (1) (a), after the words 'bindings', of the words 'pocketings, linings',	
	By the addition, in sub-paragraph (vi) of paragraph (1) (a), after the word 'nurses' of the words 'overalls and maternity smocks',	
	By the deletion, in sub-paragraph (xiv) of paragraph (1) (a), of the words ", of a free-on-board price not exceeding 60 c. per lb. by weight of material".	
	By the substitution, for sub-paragraph (xv) of paragraph (1) (a), of the following sub-paragraph:	
	(xv) Woven unprinted fabrics in the piece of a free-on-board price exceeding 90c. per lb. by weight of material, containing more than 50 per cent. by weight of man-made fibre, other than rayon or cellulose acetate or mixtures thereof, but excluding trimmings, pocketings, linings, interlinings and worsted fabrics containing not less than 30 per cent. by weight of wool or hair or mixtures of wool and hair	The whole duty *less ad val.* 10%
	By the substitution, for sub-paragraph (xvi) of paragraph (1) (a) of the following sub-paragraph:	
	(xvi) Woven unprinted fabrics in the piece of a free-on-board price exceeding 90c. per lb. by weight of material, containing in their composition cotton or man-made fibres or mixtures thereof, in respect of which no single fibre taken separately, or rayon and cellulose acetate or wool and hair taken together, exceeds 50 per cent. by weight, except in the case of cotton which shall constitute less than 50 per cent. by weight, but excluding trimmings, pocketings, linings, interlinings and worsted fabrics containing not less than 30 per cent. by weight of wool or hair or mixtures of wool and hair	The whole duty *less ad val.* 10%

(*Continued on page* 929)

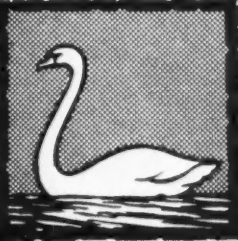


SWAN generates everywhere

SWAN generates everywhere

SWAN generates everywhere

SWAN generates everywhere



Swan generating sets are designed for service throughout the world to provide an electricity supply for domestic lighting and for industrial applications particularly where close frequency and voltage regulation requirements are essential.

The Swan range includes for sets up to 50 kW. as standard and up to 150 kW. against specific enquiries to customers individual requirements. These include remote control units, portable units, including road towing trailers, and mains failure standby units. All single- and three-phase voltages are standard in addition to special dual voltage machines, D.C. output machines and sets designed for marine use.

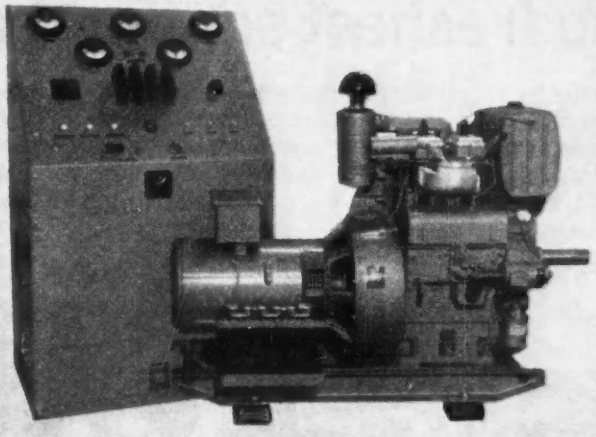
Illustrated Above

A 600-watt direct-current generating set, with compound-wound generator, designed to a British General Post Office Specification to provide a supply for lighting and battery charging.

Illustrated Right

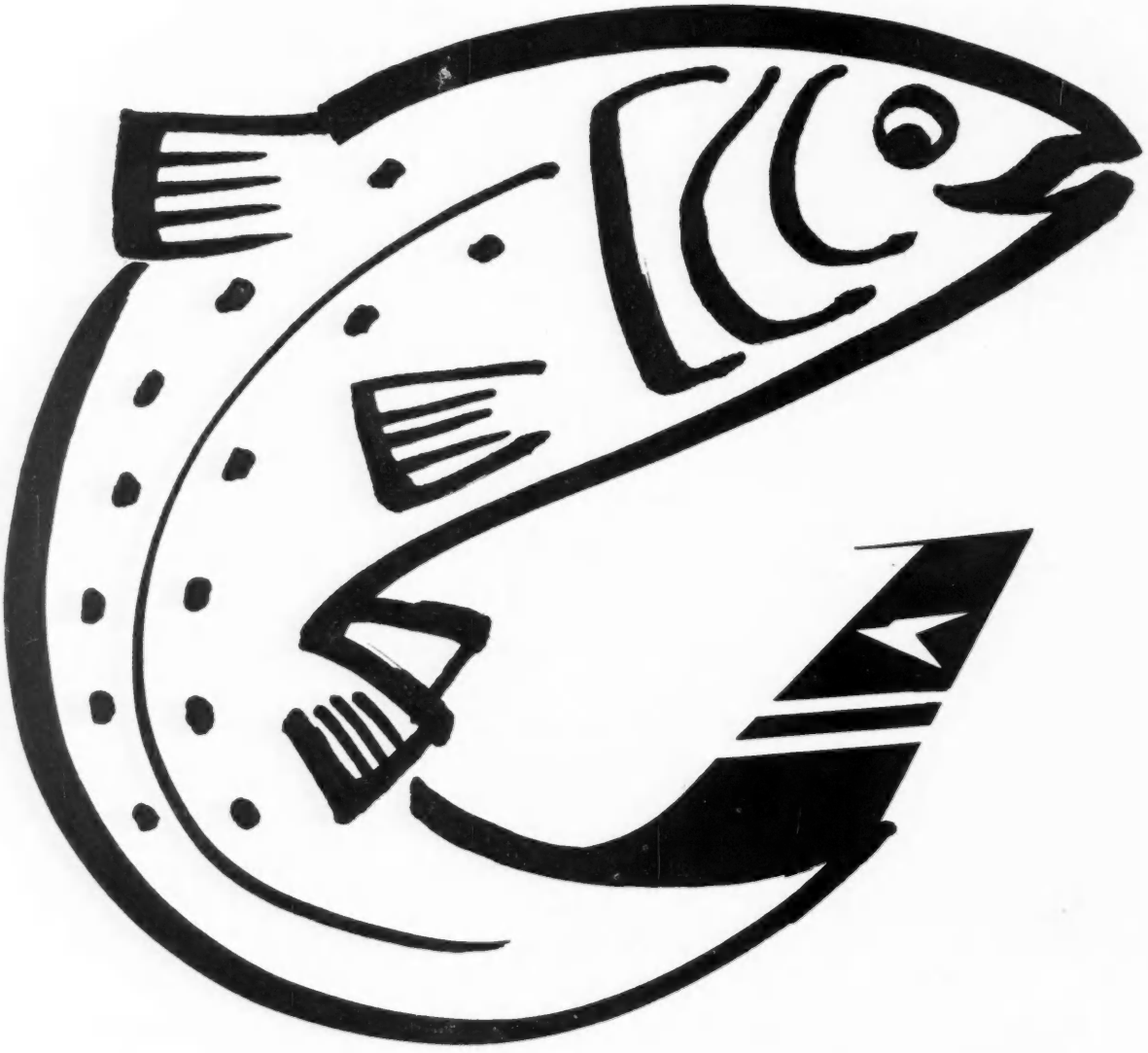
A 15-kilo volt-amp fully-automatic standby generating set as supplied to the Syrian Post Office.

Write now for a copy of a catalogue showing the complete Swan range of petrol or diesel engined generating sets.



ENGINE APPLICATIONS LTD.

Swan Close Road, Banbury, Oxon. Tel: BANBURY 3134



the freshest smoked salmon flies BOAC!

To many New Yorkers, the most welcome arrival of any week, any year, is the smoked salmon that flies in from London. London fish specialists, S. Baron Limited, send weekly consignments of smoked salmon across the Atlantic—by BOAC Air Cargo, because it is essential that the salmon arrives really fresh.

Speed of delivery is an important factor in the export business. Air freight saves you money on insurance, warehousing and packaging. BOAC's efficiency, reliability—and sheer speed—will boost your reputation overseas and win you sales. Get in touch with BOAC today.

B·O·A·C CARGO

speeds the export drive

BRITISH OVERSEAS AIRWAYS CORPORATION WITH ASSOCIATE AIRLINES

South Africa *(Continued)*

Tariff Item	Article	Duty Rebated as under
	By the substitution, for sub-paragraph (xix) of paragraph (1) (a), of the following sub-paragraph:	
	(xix) Woven unprinted fabrics in the piece, containing in their composition more than 50 per cent. by weight of rayon or cellulose acetate or mixtures thereof, not containing any cotton (excluding blanketing, canvas weighing more than 10 ounces per square yard, fabric weighing 4 ounces or less per square yard and with coloured yarns introduced into the fabric in such a way as to form checks or stripes, winter sheeting, raised fabrics, plush or pile fabrics, seersucker, waffle pique and permanently embossed fabrics, showerproofed fabrics, repp and slub fabrics, fabrics containing not less than 30 per cent. by weight of wool or hair or mixtures of wool and hair, and fabrics containing more than 50 per cent. by weight of staple fibre yarn or containing 50 per cent. or more by weight of filament yarn, in both cases of a free-on-board price not exceeding 77½c. per lb. by weight of material and trimmings, pocketings, linings and interlinings) for the manufacture of women's, girls', men's and boys' clothing but excluding women's and girls' outerclothing:	
	liable to the minimum or intermediate duties .	The whole duty *less* *ad val.* 5% or less { 2½c. per yard *less* *ad val.* 5% whichever amount shall be the greater.
	liable to the maximum duty	The whole duty *less* *ad val.* 10% or less { 3½c. per yard *less* *ad val.* 5% whichever amount shall be the greater.
	By the substitution, for sub-paragraph (xx) of paragraph (1) (a), of the following sub-paragraph:	
	(xx) Unprinted woven fabrics in the piece, containing 50 per cent. or more by weight of cotton of a free-on-board price exceeding 20c. per yard, except fabrics in a plain weave or in a twill or sateen weave, plush or pile fabrics and fabrics with a permanent embossed finish, for the manufacture of women's and girls' outerclothing except uniforms for nurses, overalls and maternity smocks	The whole duty *less* *ad val.* 10%
	By the substitution, for sub-paragraph (xxi) of paragraph (1) (a), of the following sub-paragraph:	
	(xxi) Unprinted woven fabrics in the piece, containing 50 per cent. or more by weight of cotton of a free-on-board price exceeding 20c. per yard in a plain weave or in a twill or sateen weave (except calico, drill, twill or sateen), plush or pile fabrics and fabrics with a permanent embossed finish, for the manufacture of women's and girls' outerclothing except uniforms for nurses, overalls and maternity smocks	To the extent of the intermediate duty
	By the addition, after sub-paragraph (xxi) of paragraph (1) (a), of the following sub-paragraphs:	
	(xxii) Woven unprinted fabrics in the piece, containing more than 50 per cent. by weight of rayon or cellulose acetate or mixtures thereof (excluding blanketing, canvas weighing more than 10 ounces per square yard, fabric weighing 4 ounces or less per square yard and with coloured yarns introduced into the fabric in such a way as to form checks or stripes, winter sheeting, plush or pile fabrics, seersucker, waffle pique and permanently embossed fabrics, showerproofed fabrics, repp and slub fabrics, fabrics containing not less than 30 per cent. by weight of wool or hair or mixtures of wool and hair), for use as lining	The whole duty *less* *ad val.* 10% or less { 3½c. per yard *less* *ad val.* 5% whichever amount shall be the greater, and in addition *less* *ad val.* 25% or 3½c. per yard whichever amount shall be the greater.
	(xxiii) Woven unprinted fabrics in the piece, containing more than 50 per cent. by weight of rayon or cellulose acetate or mixtures thereof (excluding blanketing, canvas weighing more than 10 ounces per square yard, fabric weighing 4 ounces or less per square yard and with coloured yarns introduced into the fabric in such a way as to form checks or stripes, winter sheeting, raised fabrics, plush or pile fabrics, seersucker, waffle pique and permanently embossed fabrics, showerproofed fabrics, repp and slub fabrics, fabrics containing not less than 30 per cent. by weight of wool or hair or mixtures of wool and hair and fabrics containing more than 50 per cent. by weight of staple	

Modern Factory Building To Let

PAISLEY, RENFREWSHIRE

(Near new Rootes Factory)

8,000 square feet floor area, mainly reinforced concrete. Main bay 119 ft x 40 ft x 20 ft to trusses.

Facilities include:—

Solid Fuel Heating System.
3 Phase and Single Phase Power.
7½ ton Travelling Crane.
Male and Female Lavatories.
Office and Storage Accommodation.

Write Box No. 1703, Wm. Porteous & Co., Glasgow.

Skyways COACH AIR LIMITED

FLY SKYWAYS
TO
PARIS
COACH AIR
COMFORT ALL THE WAY
DAILY THROUGHOUT THE YEAR

Skyways COACH AIR LIMITED

FLY SKYWAYS
TO
PARIS
No luggage to carry No tips No language difficulties
FROM
£8·15·0
TOURIST
RETURN

NO EXTRAS FOR COACH FARES

Seasonal Services to Dijon, Lyons, Montpellier, Tours and Vichy

Skyways Coach Air Limited, 7 Berkeley Street, London, W.1
Phone SLO 9681 or your travel agent

South Africa (*Continued*)

Tariff Item	Article	Duty Rebated as under
	fibre yarn or containing 50 per cent. or more by weight of filament yarn, in both cases of a free-on-board price not exceeding 77½c. per lb. by weight of material and trimmings, pocketings, linings and interlinings), for the manufacture of women's and girls' outerclothing except uniforms for nurses, overalls and maternity smocks:	
	liable to the minimum or intermediate duties .	The whole duty *less* *ad val.* 5% or less { 2½c. per yard *less* *ad val.* 5% whichever amount shall be the greater.
	liable to the maximum duty	The whole duty *less* *ad val.* 10% or less { 3½c. per yard *less* *ad val.* 5% whichever amount shall be the greater.
	(xxiv) Woven unprinted fabrics in the piece of a free-on-board price not exceeding 90c. per lb. by weight of material, containing more than 50 per cent. by weight of man-made fibre, other than rayon or cellulose acetate or mixtures thereof, but excluding trimmings, pocketings, linings, interlinings and worsted fabrics containing not less than 30 per cent. by weight of wool or hair or mixtures of wool and hair, for the manufacture of women's and girls' outerclothing except uniforms for nurses, overalls and maternity smocks	The whole duty *less* *ad val.* 10%
	(xxv) Woven unprinted fabrics in the piece of a free-on-board price not exceeding 90c. per lb. by weight of material, containing in their composition cotton or man-made fibres or mixtures thereof, in respect of which no single fibre taken separately, or rayon and cellulose acetate or wool and hair taken together, exceeds 50 per cent. by weight, except in the case of cotton which shall constitute less than 50 per cent. by weight, but excluding trimmings, pocketings, linings, interlinings and worsted fabrics containing not less than 30 per cent. by weight of wool or hair or mixtures of wool and hair, for the manufacture of women's and girls' outerclothing except uniforms for nurses, overalls and maternity smocks	The whole duty *less* *ad val.* 10%
493	SHIRT, COLLAR AND PYJAMA SUIT MANUFACTURING INDUSTRY: By the deletion, in paragraph (6), of the words: 'fabric in the piece (not being khaki-coloured), manufactured from staple fibre yarn or rayon cellulose acetate or mixtures thereof, weighing not more than 4 ounces per square yard, and the free-on-board price of which does not exceed 60c. per lb. by weight of material'.	
	By the substitution, for paragraph (8), of the following paragraph:	
	(8) (No paragraph.)	
	By the substitution, in paragraph (11), for the expression '60c. per lb. by weight' of the expression '77½c. per lb. by weight'.	
496	OILSKIN AND WATERPROOF CLOTHING, HAT, CAP AND BONNET MANUFACTURING INDUSTRY: By the insertion, in paragraph (3), after the word 'bindings', of the words 'pocketings, linings, interlinings'.	
507	NIGHTDRESS MANUFACTURING INDUSTRY: By the substitution, in paragraph (9), for the expression '60c. per lb. by weight' of the expression "77½c. per lb. by weight'.	

PAKISTAN

Import of Gift Parcels

GOVERNMENT OF PAKISTAN Press Handout E. No. 3943K dated September 26, 1962, says that it has been decided as a temporary measure that foreign nationals may import gift parcels of items other than textiles, imitation jewellery, watches and watch bands all sort, fountain pens and cameras. The item 'textiles' does not include made-up garments.

The value of such gift parcels together with that of foodstuffs and drinks imported by a foreign national should not exceed Rs.300 per year, the year to begin on July 1, 1962. Clearance of such gift parcels will be allowed on production of import permits to be issued by the Chief Controller of Imports and Exports.

(This handout amends the regulations of March 26, 1962, published in the *Board of Trade Journal* of May 4, 1962, page 979).

Import Trade Control

GOVERNMENT OF PAKISTAN Press Handout E. No. 4034K dated October 2 notifies an amendment to serial number 30 of the list of licensable items in the July-December 1962 shipping period (published in the *Board of Trade Journal* of July 6, 1962, page 44).

The new items for import are: Plate glass (rolled or cast glass, ground and polished to smooth parallel surfaces without any wavings) including mirrors levelled or plain and wired sheet glass but excluding optical sheet glass.

Not less than 20 per cent. of the value of the licence shall be utilized for import of mirror sheets.

CEYLON

Import Trade Control

DETAILS of the recent import restrictions imposed by the Ceylonese Government have been reported on pages 826/7 and 872 of the *Board of Trade Journal* of October 19 and 26 respectively.

Although Ceylonese importers have been instructed to furnish returns to the Import Controller for certain goods, no return has been requested for other outstanding orders. British exporters with outstanding orders for Ceylon not known to be covered by Open General Licence or specific licence should consider sending details of their orders, either direct or through their agent in Ceylon, to the Controller of Imports and Exports in case queries arise later. They should send a copy to the British Trade Commissioner, P.O. Box 745, Colombo, Ceylon.

Any inquiries about this notice should be made to Commonwealth Relations and Exports Dept., Tel. Trafalgar 8855, Ext. 2798.

ROBERT HOUGH
Proprietors: LIMEHOUSE PAPERBOARD MILLS LTD
SPECIALISTS in PAPERMAKING RAW MATERIALS COTTON & FLAX WASTES, LINTERS, ROPES AND STRING
WASTE PAPER Our own pulping facilities are available for the destruction of confidential papers etc.
HOUGH'S WHARF, NARROW ST. LONDON E.14.
Telephone:— EAST 5632 (3 lines) EAST 2852 (2 lines)
Telegrams:— "PAPERSTOCK TELEX LONDON"
Telex No:- 21372
Also at TEMPLE MILL · MARLOW · BUCKS Tel: MARLOW 9
ROBERT HOUGH RH SINCE 1860
BUYERS · SORTERS · PACKERS · IMPORTERS · EXPORTERS

MISCELLANEOUS ADVERTISEMENTS

5/- per line, minimum 25/- payable in advance

Orders for advertisements in this section should be addressed to H.M. Stationery Office, Room D.63, Atlantic House, Holborn Viaduct, London, E.C.1

BELGIUM. H. W. STEVENS & CO., 4a rue Maréchal Gérard, Antwerp, offer special services for all transport, warehousing, distribution and customs clearances and could supply administrative services for establishing base for Common Market operations.

ATLAS TRANSLATIONS LTD., specialize in technical translations in all Languages, Tenders, Contracts, Specifications, Advertising Material, Catalogues, etc. Same Day Service for Commercial Correspondence. 31 Villiers Street, Strand, W.C.2. Tel.: Trafalgar 5213.

COTTON DUCK, 36 in., 12 ozs. Brown. Also 27 in., 12 ozs. Scoured. Both to highest British Government specification. For keen quotation please state quantity required. Box S5511, *Board of Trade Journal* Room D.63, Atlantic House, Holborn Viaduct, London, E.C.1.

SWIMWEAR, WOMEN'S, CHILDREN'S, for sale at LOWER-THAN-COST prices, manufacturers clearing their stock, unique chance for go-ahead firms, send remittance for assorted sample lots £5 each, postage free. METRO EXPORT LTD., 107 BOLSOVER STREET, LONDON, W.1.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for re-mould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of runners and regrooved tyres and new re-moulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

PRINTING & PUBLISHING. Your Open Door to the Dutch printing and publishing industry: GRAPHIC EXPORT CENTRE for information and contacts. Write: 668, Prinsengracht, Amsterdam, C., Holland.

COMMON MARKET EXPORT & TRANSLATION agency will satisfy your need for accurate technical translations, by French and German-born engineers. We tackle what others find too difficult. 13 Flambard Road, Poole, Dorset. Tel.: Parkstone 3718.

BRIGHT STEEL STRAPPING, ½in. by ·020 tensional, 3 coils per export bundle, wax-paper and hessian wrapped, 3 coils of approx. 1,100 ft. per bundle, £33 per ton (min. 5), delivered. Smaller quantities on application. Brican Ltd., 12a The Mall, W.5.

A FOREIGN LANGUAGE in a few months, for yourself or your staff, with easy ASSiMiL way. You *assimilate* the language and acquire the accent naturally *by listening* to the living language on gramophone records with an illustrated book to guide you. Preliminary and Complete Courses in French, German, Italian, Russian and Spanish. A Pitman follow-on course available for technical and commercial expressions. Details from ASSiMiL, 78 Farncombe, Godalming, Surrey.

"FLASH" Carton Case Opener. The Opening of Fibreboard Cases, a task of some difficulty, time and waste, effected quickly and efficiently by the use of this simple hand tool. Also Box Strapping Equipment, Acme Steel Strapping Ltd., Ambleside Avenue, London, S.W.16. STReatham 0308.

FISHING TACKLE INDUSTRY AND ALLIED SPORTS. Company having excellent connection with the Wholesale side of the Industry throughout the United Kingdom, are prepared to undertake Sales, Distribution, and Service, of Equipment etc. suitable to this Industry. Inquiries treated in the strictest confidence. Box No. S5434. *Board of Trade Journal* Room D63, Atlantic House, Holborn Viaduct, London, E.C.1.

The Overseas Press Can Help Exporters

A revised version of the booklet 'Overseas Press Correspondents: How they and industry can help each other' has been published by the Board of Trade. It seeks to explain to trade associations and firms how, if they are assisted by the right material and facilities, the London correspondents of overseas newspapers, magazines and broadcasting stations can disseminate information which is both of interest to their audience and of value to British exporters. Many suggestions are made as to how to set about it, and there is a full list of the names and addresses of Press correspondents in London. The booklet is being distributed to industry through a number of organizations including the Federation of British Industries, Association of British Chambers of Commerce, National Association of British Manufacturers, Incorporated Society of British Advertisers, Institute of Practitioners in Advertising and Institute of Public Relations. Copies are also available from Export Publicity and Fairs Branch, Board of Trade, Horse Guards Avenue, London, S.W.1 (Trafalgar 8855 Ext. 2764).

B.O.T. Departments, Overseas Officers and Commercial Inquiry Officers

	Last published in Board of Trade Journal
British Commercial Representatives Overseas	10 Aug. 1962
Board of Trade Departments . . .	3 Aug. 1962
Board of Trade, Regional Controllers . .	26 Oct. 1962
E.C.G.D. Local Offices	14 July 1961
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	17 Aug. 1962
U.S. Consular Offices in the U.K. .	21 July 1961

THE
LIVERPOOL WAREHOUSING
CO. LTD.
STORAGE AND TRANSPORT
CENTRAL 6611 (20 lines) THE OLD HALL, LIVERPOOL 3. TELEX 62472
MANCHESTER
TRAFFORD PARK ROAD
TRAFFORD PARK 4757/8 & 0320
AND AT
LONDON
62/64, RIVER ROAD, BARKING, ESSEX
RIPPLEWAY 1156 (5 lines) TELEX 21525
BIRMINGHAM
912/4 KINGSBURY ROAD, ERDINGTON.
ERDINGTON 7321/3.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

COUBRO & SCRUTTON LTD.

11 WEST INDIA DOCK ROAD, E.14
ELFIN WORKS, 5 DURWARD STREET, WHITECHAPEL, E.1

Ship Stores Merchants, Engineers, Brass and Iron Founders, Joiners, Oar, Mast and Flag Makers, Sail and Cover Makers, Radio Masts and Aerial Equipment Specialists, Mast Erectors, Testing Lifting Tackle for Ships and Factories, Tarpaulin Hire Service.

Works: LANSDOWNE ROAD, TILBURY DOCKS

Branches:
NEWPORT (Mon.), LIVERPOOL, SOUTH SHIELDS, CARDIFF, MIDDLESBROUGH, ANTWERP, ROTTERDAM

Telephone: EAST 5467/8/9 TILBURY 2022 BISHOPSGATE 0611/4

BODILL, PARKER (1922) LTD.

Lower Tower Street
BIRMINGHAM, 19

Manufacturers of

Brass Spur Teeth Grommets

THE LET

Brass Eyelets and Rings Ventilator Eyelets

We hold stocks of all sizes
Telephone: ASTon Cross 1711-2

RUSTON

SERVICE EXCHANGE ENGINES • GENUINE SPARES

Official Stockists

TILSLEY & LOVATT LTD.

STOKE-ON-TRENT, STAFFS.
Phone: 57331/3. Grams: Diesel

LONDON ASSOCIATION FOR THE BLIND

PLASTIC MOULDINGS FOR THE TRADE

Mouldings to customers' specification in Nylon, Diakon, Polythene, Polystyrene, and Acetate. Also High Frequency welding.
The only blind injection moulding workshop in the world.
We shall be pleased to discuss your Plastic problems entirely without obligation.

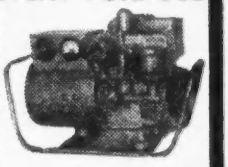
Competitive prices • Prompt deliveries

PELICAN HOUSE, 88-92, PECKHAM ROAD, LONDON, S.E.15 TELEPHONE: ROD 6153
(Registered in accordance with the National Assistance Act, 1948)

LA82

POWERLITE
POWER FOR EVERY PURPOSE

Briggs & Stratton engine. Portable and stationary models. Press-button starting. 115/230 volts 600-1500 watt models available.
Write for details.



G.M. POWER PLANT CO. LTD.
1-3 Richmond Rd., Ipswich. Tel: 41795

STEELWAY LIMITED
QUEENSGATE WORKS, WOLVERHAMPTON,

Tel: Wolverhampton 21633 (2 lines)
Telegrams: 'STEEL' Wolverhampton

Manufacturers of Open Flooring, Staircases, Ladders, Guard Rails, Light Constructional Steelwork, Installations in Steel or Aluminium Alloy.

London Office:
Tel: MAYFAIR 8783/8788
Telegrams: BROCKHUSCO, WESDO, London

PVC Wallets & Containers

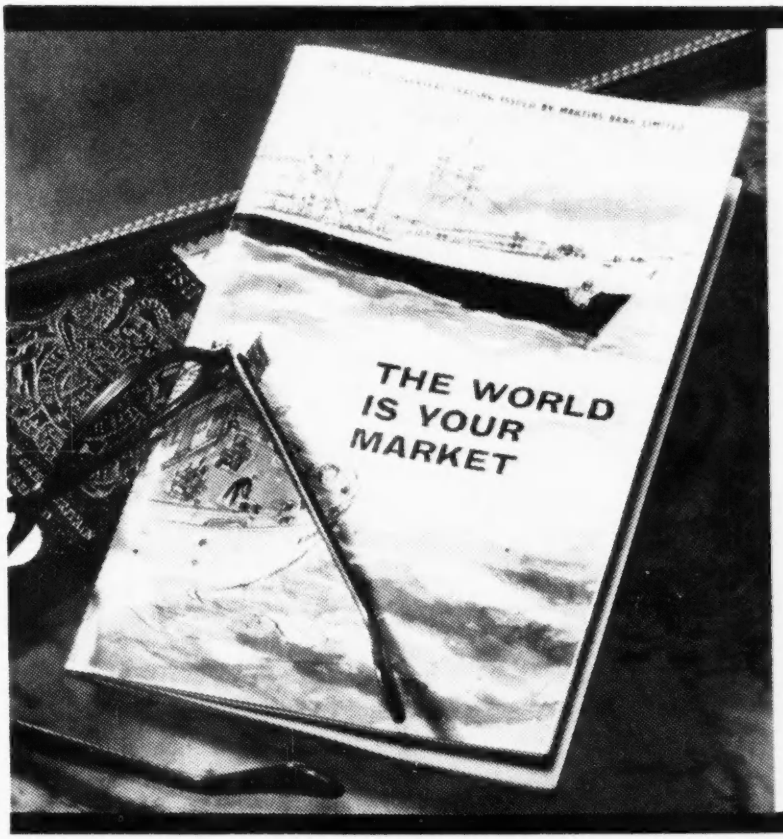
Salesmen's Albums, Document Cases, Cheque Book and Travel Cheque Holders, Note Cases, Loose Leaf Binders, Pocket Wallets, Conference Wallets, Swatch Covers, Advertising Gifts, etc.

ACADEMY PLASTICS LTD.,
23-29 ROUNDWOOD ROAD, LONDON, N.W.10
WILLESDEN 5277 (3 lines)

REPRINTS OF ARTICLES

Reprints from the Board of Trade Journal, **which should be ordered within one week of publication,** *cost* £3 0*s.* 0*d. per page (or part) for* 250 *copies. (Larger quantities will be supplied at a charge of* 5*s.* 0*d. per page for each additional* 125 *copies). Orders and remittances for reprints should be addressed to the Director of Publications* (P.2), *H.M. Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.*1. *Cheques should be made payable to H.M. Paymaster-General. Information regarding Subscriptions, Editorial Communications and Advertising in the* Board of Trade Journal *will usually be found on the first page.*

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, Horse Guards Avenue, London, S.W.1. *(Address for telegrams and cables:* Boneblack, London.) Printed in England by Merritt & Hatcher Ltd., London. (K109) S.O. Code No. 72-3424.



. . . when we were thinking of doing business overseas we found this booklet most helpful. It has been produced by our bank and is full of information about the things we wanted to know such as exchange control, shipping documents, credit and insurance. It is well worth asking for a copy of this new edition at your local branch of Martins Bank. Information and advice on exporting matters are available from all their branches, who can call upon the special facilities of their Information Department at Head Office.

Martins Bank

PJ

Martins Bank Limited.

STAINLESS STEEL SEAMLESS

STUB ENDS

were first made by . . .

KIRKS

no welds! no grinding!

KIRK & CO. (TUBES) LTD.

74/82 PARADISE STREET · LONDON · S·E·16

Bermondsey 3156/7/8 also at WALSALL · MANCHESTER · PONTYCLUN

the heart of reliability

BUY BRITISH — BUY KIRKS

BRITISH UNITED AIRWAYS

(AND ASSOCIATED COMPANIES)

FREIGHT SERVICES - FROM LONDON

From LONDON to	*Departing*
ACCRA	Monday
ATHENS*	Monday, Thursday
BATHURST	Monday
CAIRO	Monday, Thursday
ENTEBBE	Monday, Wednesday, Saturday
FREETOWN	Monday, Thursday
GIBRALTAR	Monday
JOHANNESBURG	Sunday
KHARTOUM	Sunday, Monday, Thursday
LAS PALMAS	Saturday, Monday
LUSAKA	Wednesday
MALAGA	Thursday
MALTA	Sunday
NAIROBI	Sunday, Monday, Saturday
NDOLA	Wednesday
ROME	Monday, Thursday
ROTTERDAM	Twice Daily
SALISBURY	Sunday, Wednesday
TENERIFE	Saturday

* *(subject to Government approval)*

"It's despatched on the flight it's booked"

Reservations and deliveries can be made for all services at either:

CARGO UNIT,
LONDON, HEATHROW AIRPORT
TEL: SKYport 4111

OR

CARGO UNIT,
LONDON, GATWICK AIRPORT
TEL: AVEnue 8755